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# Union leader urges Chrysler workers to end strike

BY CHRIS BAUR, SCOTTISH CORRESPONDENT

**A surprise intervention in the Scottish car workers' strike which has halted Chrysler's Linwood plant, thus jeopardising the Government's £162m. rescue deal, was made yesterday by John Boyd, general secretary of the engineering union, who accused the 5,000 strikers of taking "ill-advised action."**

Mr. Boyd, the Right-winger who until his recent election as AUEW general secretary was the union's Scottish Executive representative, said he thought it was "entirely wrong" of the men to strike when the Government was attempting to rescue the company's U.K. operation.

"I don't think the strike should continue," he said. "In fact it should not have started and it should not last a minute longer, bearing in mind the compassionate interview of the Labour Government."

His plea for a return to work came a day before a mass meeting of Linwood workers which is expected to accept a shop stewards' recommendation that the strike continue. The mass meeting will be held too early to be influenced by the new talks which have been arranged by Mr. Jim Mortimer, chairman of the Advisory, Conciliation and Arbitration Service, between national union officials and senior company representatives in London this afternoon.

The workers will be given a report on the deadlocked talks organised by ACAS in Glasgow at the weekend. Despite their failure, the Linwood shop stewards' convener, Mr. John Carty, expressed optimism that the London negotiations could succeed.

The strike has been caused by a dispute over payments to employees packing car parts. It involves 50 packers, who have been transferred to Linwood from a small subsidiary plant at Johnstone which is being closed, and a further 17 packers at the main Linwood plant.

The company says that the men should receive the Johnstone plant pay rate. The shop stewards are demanding that the payments should be based on agreed Linwood grades amounting to £1 a week more.

## Escalated

Last week Mr. Eric Varley, the Industry Secretary, warned that a continuation of the strike might force the Government to withhold further payments to the company under the rescue deal concluded just before Christmas. The Government has made one payment of £12m. to cover the company's operating losses and is due to make a further £8m. payment later this month.

The strikers were also warned yesterday by Mr. Don Lander, Chrysler U.K. managing director, that if they did not return to work they would seriously imperil the job security of 17,000 other Chrysler employees in the Midlands.

In a message to the Scottish employees Mr. Lander said he hoped they would vote for a return to work so that the matter could be settled by independent arbitration. "The Linwood shop stewards have said they regard the issue as a trial of strength. We have not sought a confrontation."

He added that a minor issue had escalated into a major dispute at a time when the company needed co-operation. Mr. Tom Derby, the company's personnel director, said he doubted if the company could withstand a prolonged strike.

Mr. Michael Heseltine, the Opposition spokesman on industry, said thta the credibility of the Government in its dealings with Chrysler had been badly damaged. The Government should stop further aid to the company until the strike was settled.

What has gone wrong at Linwood Page 27

# Pressure on lira likely to continue

BY DOMINICK J. COYLE

ROME, Feb. 1.

THERE are indications of serious policy disagreements between the Italian Government and the Bank of Italy over how to deal with the crisis, now in its 25th day.

A protracted meeting here yesterday between Sig. Emilio Colombo, the Treasury Minister and Prof. Paolo Baffi, the Governor of the Bank of Italy, supported by senior officials on both sides, is understood to have resulted in no substantial agreement either on short-term monetary policies or on the outline of an emergency economic programme.

Meanwhile the Foreign Exchange markets remain closed and the lira has effectively been devalued by 10 per cent. against the dollar.

The prospects for forming a new Government, and thus avoiding general elections, now depend in large measure on the Christian Democrats and the Socialists reaching early agreements on an economic programme, which would probably involve a sizeable measure of deficit financing and also the absence of meaningful wage controls.

## First steps

The Bank of Italy, however, is arguing privately than at immediate reduction in the overall level of Government spending and strict limits on wage rises this year are now prerequisites for tackling the present economic crisis and for defending the lira at something around its present level on the free market.

Professor Baffi's case is being reinforced strongly by the International Monetary Fund, which has been asked by Sig. Moro's caretaker government for a further standby credit of \$530m. as part of an international support package in defence of the lira and Italy's depleted reserves.

A further run on the lira is feared to-morrow, mainly because of the absence of any concrete proposals to resolve the crisis. There is also believed to be a sizeable backing of major import bills awaiting payment and due finally before the end of this week, involving inevitably a heavy demand for foreign exchange.

The difficult task of trying to agree an economic programme between the Christian Democrats and the Socialists was handed over yesterday to economists in the respective parties, and their discussions and negotiations continued in private throughout the week-end.

CHALLENGE TO ARIAS

# Police charge in Barcelona

BY ROGER MATTHEWS

MADRID, Feb. 1.

RIOT POLICE and thousands of demonstrators calling for a political amnesty clashed repeatedly to-day in the centre of Barcelona, Spain's second largest city, with cars being dragged across main streets to form barricades and police using tear gas, rubber bullets, smoke bombs and baton charges to disperse the protesters.

The running battles lasted nearly four hours and brought city centre traffic to a standstill. Eye-witnesses reported that several people were injured, and at least two were taken to hospital. On several occasions mounted police charged groups of more than 1,000 demonstrators hitting out with their batons.

The protest had been called by neighbourhood associations (formed to improve local conditions) whose request for a demonstration had earlier been denied by the civil governor. Despite this nearly 10,000 gathered outside the law courts at 10.30 and large forces of police in full riot gear moved swiftly into action.

The demonstrators persistently regrouped with thousands more joining in throughout the centre of the town. Observers said it was the biggest demonstration seen in Barcelona for decades with motorists getting out of their cars to applaud and other people waving white handkerchiefs from the balconies of their flats.

Local Spanish journalists estimated that between 15,000 and 20,000 demonstrators took part. One reported that apart from barricades formed by cars, iron grilles set into the pavement were torn up and laid across the streets.

Shouts of "Amnesty and liberty" changed to "Police assassins" as volleys of tear gas and smoke bombs were launched at the demonstrators. Extra police reinforcements had to be rushed in when, after two hours, there was no sign of peace returning to the city centre.

Among those hurt was Father Xirinachs, a candidate for last year's Nobel Peace Prize, who for several weeks has been attempting to maintain a vigil outside the main Barcelona prison to back up demands for a full political amnesty.

In Madrid, Sr. Carlos Arias, the Prime Minister, is to head an 18-man commission to advise on the constitutional reforms hinted at in his major policy speech last week. The members are drawn equally from the Cabinet and the National Movement, the country's only permitted organisation that brings together the main forces which supported General Franco during the Civil War.

It seems the Commission's role will be to elaborate in detail the broad ideas expressed in Sr. Arias's speech. Only four members of the Commission have in the past expressed the

Continued on Back Page

# Zambians confirm FT man is held

BY BRIDGET BLOOM

THE ZAMBIAN Government has confirmed that Mr. Stewart Dalby, the Financial Times correspondent in Southern Africa, is held by the Zambian police in Lusaka.

He is being held under the full state of emergency regulations introduced last week. But no explanation for his three-day detention has been given.

Mr. Dalby, together with Mr. Bruce Loudon, the Daily Telegraph correspondent, were first questioned by the police on Thursday evening. At 8 a.m. on Friday, both men reported, as requested, to the central police station in Lusaka.

In a telephone interview from the Zambian capital yesterday Mr. Aaron Milner, the Zambian Minister of Home Affairs, confirmed that the two journalists were held under emergency regulations. He declined to say what charges, if any, had been or might be made against them.

Mr. Milner said that the police were carrying out "certain investigations."

Meanwhile the British High Commission in Lusaka has expressed concern at the continued detention of the two men. It is understood that the British Consul tried to gain access to them over the weekend, but was told that he must apply to-day to the Home Affairs Ministry through the Ministry of Foreign Affairs for permission to visit them.

In London the Foreign Office said that it had been unable to discover from the Zambian Government the reasons why the two journalists were being held.

● Mrs. Doris Cliffe, wife of the British lecturer at the University of Zambia, Dr. Lionel Cliffe, detained at the weekend, said she had been given a copy of the Detention Order which said Mr. Cliffe could be held without charge or trial for 28 days pending decision to determine whether a further order would be made against him.

# Maritime Fruit changes may hit U.K. shipyards

BY GUY DE JONQUIERES

NEW YORK, Feb. 1.

MARITIME FRUIT CARRIERS, the Israeli-American shipping concern that has major orders placed with British shipyards, is making major changes in its management structure and operations as part of a continuing effort to solve its financial difficulties.

Captain Mila Brener and Mr. Yaacov Meridor, the two Israelis who founded MFC, have resigned as joint managing directors and will play no further executive role in the company's affairs. But they will remain on the Board and continue to own a substantial portion of MFC's equity.

## Swan Hunter link

Capt. Brener and Mr. Meridor were instrumental in setting up Swan Maritime, in which Swan Hunter has a 25 per cent. stake, and which has options for 13 tankers still outstanding with Swans. If these orders are not confirmed by MFC's new management, job prospects for Swan Hunter's 24,000 workers on the Tyne will be seriously affected. In addition MFC has, through a subsidiary, firm orders with Harland and Wolff, Belfast, for three large tankers and with Scott Lithgow, the Clydeside shipbuilders, for two large tankers.

Mr. H. Struve Hensel, a prominent New York lawyer, has been named managing director and chief executive officer. MFC's new chairman is Mr. Ira Guilden, an American banker and industrialist who has agreed to provide the company with a substantial but unspecified amount of new long-term financing.

Capt. Brener and Mr. Meridor agreed to surrender voting control over their shares to Mr. Hensel and M. Guilden. The two former managing directors own, directly and indirectly, about 38 per cent. of MFC's equity. The rest is widely distributed among American shareholders.

The company also said that it was taking immediate steps to move its headquarters and operations to London, and hoped that this would result in "significant cost savings and substantially improved operating efficiency."

The accounting firm of Price Waterhouse has been retained to prepare a comprehensive system of financial controls.

MFC is incorporated in Israel. Its shares are traded on the over-the-counter market in the U.S. It has an office in New York. Serious consideration, it is understood, is being given to reincorporating the company outside Israel, possibly in Panama, in the near future.

The decisions announced to-day seem to have been taken very recently, and come at a moment when MFC is trying to renegotiate the terms of its debt with bansk in the U.S. and Europe. Last week it said that it hoped to conclude within two or three weeks an agreement that would extend the term of most of its bank debt to ten years, from four at present.

On the Swa nMaritime orders Mr. Hensel said that he had not yet had discussions with Swan Hunter, but indicated that the matter would command a high priority after the bank negotiations have been completed. He will fly to London soon, and plans to spend much of his time in Britain in his new capacity as operatin ghea dof MFC.

Mr. Hensel said that a major reason for moving MFC's headquarters to London was that most of the company's fleet of 40 refrigerated vessels (reefers) were registered under the British and West German flags, and that conducting the company's operations from a European base would simplify administration.

## Tanker snags

All the 40 "reefers" are chartered out and provide the bulk of MFC's income, but it is saddled with difficulties in the tanker field, where only one of the six tankers it owns is earning money on charter, and its hopes of profitably selling its tankers on order have plummeted with the world tanker surplus.

**L. Daniel writes from Tel Aviv:** An MFC Board member here is trying to find Israeli purchasers for eight reefers belonging to the company, flying the Israeli flag and operating under a ten-year charter for a Swedish company on what are described as very profitable terms. The eight vessels are valued at \$50m.

# Row looms between U.K. and Italy over EEC nuclear project

BY DAVID FISHLOCK, SCIENCE EDITOR

A POLITICAL row is blowing-up between Britain and Italy over the siting of one of the most adventurous high-technology projects ever conceived in Europe.

It is aimed at keeping the EEC abreast of developments in controlled thermonuclear fusion as a prospective source of energy for the 21st century.

The Italian Government is seeking an urgent meeting at ministerial level with Britain to press its case for locating the £70m. JET project in Italy, rather than in the U.K.

In strongly opposing the Italian proposition, British scientists argue that to locate the project in Italy would unnecessarily increase the risk of failure for a very ambitious scheme.

If successful, the JET (Joint European Torus) project could take Europe a big step nearer to nuclear fusion reactors, in which H-bomb reactions are tamed to generate electricity.

U.K. officials will brief Mr. Anthony Wedgwood Benn, Secretary for Energy, early this week on the British case for locating JET at Culham, near Oxford, close to one of the world's leading centres of nuclear fusion research.

The JET project is scheduled to be discussed at the Council of Ministers meeting in Brussels in three weeks.

Behore then, however, Dr. Mario Pedini, the Italian Minister for Co-ordination of Research and Technology, wants bilateral discussions with Mr. Benn.

He hopes to persuade the British Minister that, in choosing the scientific centre at Ispra, in Northern Italy, as the site for JET, the EEC has acted in the best long-term interests of the Community.

Dr. Pedini says there is a particular psychological importance in establishing that JET is truly an EEC project. It should therefore be located at its premier research centre.

Although the Italian Government has failed to persuade the EEC that it should fund the entire five-year, £70m. project, the Community has accepted responsibility for 80 per cent. of the cost. The balance is to be found by participating nations, primarily the host nations.

In an interview in Rome last week, Dr. Pedini pointed out that, if JET proved a success, there would be at least two further major experimental fusion projects—which could be located elsewhere in Europe—before anyone would be in a position to design a nuclear fusion reactor.

JET has been designed by an international team of 57, led by the French fusion physicist, Dr. P. H. Rebut, working at the Culham Laboratory of the U.K. Atom Energy Authority.

It is essentially a giant electro-magnet, shaped like a ring doughnut, designed to act as a "bottle" for electrified gas at extremely high temperatures and pressures.

Dr. Walter Marshall, chief scientific adviser to Mr. Benn, said yesterday that, although the JET design was very ambitious he was satisfied that it could be made to work.

But experience had taught scientists that very difficult technical projects always ran into serious difficulties at some stage and required large technological resources if they were to get out of trouble again, he said.

He firmly believes that, although the Germans, French and Belgians have also offered sites for JET, the one which could command the strongest and most experienced resources was one close to the Culham Laboratory.

## NEWS SUMMARY

### GENERAL

#### Picasso theft baffles police

...ch police launched an ...e search for the 119 paintings which were ...ver the weekend from ...is des Papes at Avignon, ...estimated their overall between £2m. and £3m.

...two pictures, which ...her out of reach of the ...or too big to remove ...ere left on the walls of ...eum where the works of Pablo Picasso had been ...l since 1973.

...night police admitted ...l few clues. Back Page

#### ...vention tries ...n in Ulster

...Ireland's politicians ...k begin another effort ...he political compromise ...uld bring power back to ...t. To-morrow, Constitu...nvention members meet ...pt for a second time to ...reement. Editorial Com...ge 20. In Londonderry, ...ovisional IRA com...ed the fourth anniver... Bloody Sunday with a ... about 2,000 people.

...ndon, four people were ... with threatening be... following a clash at ...'s Bush between police ...nonstrators calling for ...ithdrawal from Northern

#### ...e disrupts ...rloo trains

...services into Waterloo ...urrey and north-west ...re will be disrupted to... an unofficial 24-hour ...y drivers from Guildford, ...n Junction and Farnham. About 90 drivers were ... to join the stoppage, ...is connected with re...tion of work in the area.

#### A 'meeting resistance'

...IPLA's offensive on ...southern front is meet... resistance because South ...troops were still defend...mbo, it was claimed in ... Page 17

#### ...Gandhi acts ...adras

...ere reported yesterday ...started a crackdown on ...of the Provincial Drawi...oc...tion whose nine-year ...he south Indian state of ...adu (formerly Madras) ...short over the week-end ...idential decree. Page 17

#### ...dispute

...fur Johannesson, Ice...ustice Minister, answer...ions on Reykjavik radio ...ht, said his personal ...vas that there was "no ...t no ground for a settle...of the fishing dispute. ...tory, Page 17

#### ...e Poland

...at British Freeze has ...m Poland and western ...eathermen reported. It ... to continue for the next ...s. To-day's weather, ...e

#### ...y ...

...e police and troops beat ...rilla attack on a police ...school 40 miles south...uenos Aires. Page 17

...esterday threatened to ...its application for full ...nip of the Common ...Page 17

...n Lloyd, who retires ...r to-day, is to be chair...he appeal committee of ...n Year.

...a Nkomo, leader of the ...National Council, is in ...for talks on Rhodesia ...r. James Callaghan, ...Secretary.

### BUSINESS

#### Business optimism revives—survey

● INDUSTRY does not expect the rate of price increases to fall below 15 per cent. through 1976, according to the FT monthly business opinion survey. However optimism has revived and companies expect an increase in purchases of outside supplies later this year and some modest rebuilding of stock levels. Back Page and Page 28

● PHILLIPS AND DREW predict a marginally reflationary Budget, injecting about £500m. into the economy, in its February issue of economic forecasts. The stockbroking firm sees inflation moderating to 8½ per cent. through 1977 and predict a growth rate of 2 per cent. in 1976. Page 27

● SIR ERIC DRAKE, the recently retired BP chairman, has been appointed a director of the Eastern Asia Navigation Company, a subsidiary of Mr. Y. K. Pao's World-Wide Shipping Group. Mr. John K. Jamieson, former chief executive of Exxon, is to act as chief consultant to the group. Back Page

● U.K. SALES to Russia rose by over 90 per cent. to £210.8m. in 1975, while Soviet sales to the U.K. rose only 3.3 per cent. to £408.4m. The overall trade deficit with Comecon countries was reduced to £105.8m. (£249.8m.), with U.K. exports up at £584.7m. (£428.9m.) and imports little changed at £890.5m. (£678.7m.). Page 17

● SOVIET UNION has issued official figures for the 1975 grain harvest, which at 140m. tonnes was two-thirds of the target farmers were set by the Kremlin.

#### £100m. cuts ordered for civil service

● GOVERNMENT has instructed all its departments to reduce civil service expenditure by more than £100m. by April 1979. This is likely to require the cutting of more than 20,000 jobs. Back Page

● KEY PROVISIONS of the Employment Protection Act, covering statutory certification of trade unions and procedures for recognition claims, come into force to-day. Back Page and Feature, Page 21

● RAIL SERVICE cuts due to be introduced to-day have been postponed for a month because of the failure of British Rail and leading unions to reach detailed national agreement on an economy programme. Page 27

● NALGO called for a national conference of union leaders in April to debate the union-Government relationship before the next stage of the pay policy is decided. Page 6

● FORD craftsmen plan to go ahead with a work-to-rule from next Monday. The 4,500 members of the unofficial Ford National Skilled Committee want better representation on the company's negotiating machinery. Page 6

#### North Sea oil stock issue

● LASMO AND SCOT plan respective stock issues to raise £73.1m. net to finance development of North Sea oil reserves. Page 22 and Lex

● ESSO has told the Irish Government that oil and gas were found in two wells it drilled in 1973 and 1974 off the County Cork coast, although they could not be described as commercial finds. Esso will drill another well on the site in the summer.

● ICI claims to have doubled its share in the European nylon market for the carpet industry in the past three years and to have established itself as the biggest supplier in 1975 with 9 per cent. of total sales. The company says it has strong positions in West Germany and Belgium. Page 4



For latest Share Index 'phone 01-246 8026

THE WEEK IN THE COURTS

# Foreign limitations to English jurisdiction

BY JUSTINIAN

THE FOUNDATION of a court's jurisdiction to try any case is primarily physical power. Can the court bring a defendant to court?

Once the court has asserted its power by service of process upon the defendant personally, it remains competent to deal with the case even if he does not turn up at the trial.

But what if the potential defendant is not resident in this country and not physically amenable to the court's jurisdiction? When and how can an English court nevertheless exercise its jurisdiction over him?

These are perennial questions that are revived by a recent appeal before the House of Lords in *Derby and Co. Ltd. v. Larsson.*

It is a principle of international law that the courts of any country will not, as a general rule, seek to exercise jurisdiction over persons resident abroad.

This principle has to be reconciled with the competing interest that, in legal proceedings in this country, everybody should be before the court as required, so that justice may be done.

## Classic case

The classic case is where an action has been started against a person duly served with a writ in England and it is desired to add another defendant to the proceedings who resides abroad.

The English rule is that the court may assume jurisdiction against a person *out* of England if he is a necessary or proper party to the action begun by the writ being properly brought against a person *in* England.

It can be seen that this rule does not apply where both prospective defendants to the English proceedings are out of England. And, even if one of the two potential defendants resident abroad voluntarily submits to the jurisdiction of the English court, that does not mean that the other defendant can be hauled before the English courts.

In a case in the House of Lords 60 years ago* it was held that the fact that one defendant waived his right to contend that the action against him was not properly brought did not deprive the other of exercising his right not to be sued in England.

In the recent case the Law Lords were invited to reconsider that decision; in the event it was unnecessary, and the decision stands.

Derby and Co. are London commodity brokers who had dealings in metals with a Swedish company. A dispute arose between the two companies, each claiming that the other owed it money.

The difference in view depended on whether the Swedish company was party to certain dealings in zinc that had resulted in substantial loss.

The English company contended that the Swedes were a party to the contracts through their agent, a Mr. Larsson.

The Swedes retorted that Mr. Larsson was not their agent, but that he was acting in his own capacity, and proceeded to sue the English company in England for moneys due, on the basis that the zinc dealings were none of their concern.

The English company defended the proceedings and counterclaimed against the Swedes for moneys due on the basis that Mr. Larsson was the Swedes' agent.

Now comes the rub. The English company wanted to join Mr. Larsson as a co-defendant to its counterclaim, by asserting alternatively that he was either in breach of his warranty of authority or was personally liable.

But Mr. Larsson, too, was resident in Sweden, and service of the counterclaim out of the jurisdiction was necessary.

Did the rule in the 1916 case hold good for Mr. Larsson, so as to allow him to avoid being sued in England? The Court of Appeal thought that Mr. Larsson was immune from being served with proceedings. The House of Lords disagreed.

The Court of Appeal's approach was this: the bringing of the proceedings by writ in England was constituted by the fact that the Swedish company voluntarily submitted to the jurisdiction of the English court, and that voluntary submission could not prejudice Mr. Larsson.

The House of Lords, on the other hand, said that that approach was to misunderstand the 1916 decision. There is a radical distinction between a defendant voluntarily submitting to the English court's jurisdiction, in the sense of waiving a right to assert non-compliance with the rules of procedure for issuing writs, and a case where the foreigner, by setting in motion the court's process (namely bringing an action himself which he could not bring elsewhere) lays himself open—in a sense involuntarily—to the risk of a counterclaim: which is precisely what happened in the Swedish case.

Thus, by its initiation of the English proceedings and inviting retaliation by the English company, the Swedish company deprived Mr. Larsson of his right otherwise to ignore the English court.

One further point. The English court in such cases is required to consider whether an action, involving service out of the jurisdiction on one defendant, has been "properly brought" against the other defendant.

Those words might be thought to have been inserted into the Rules of Court for the protection of persons abroad, on the grounds that it is a serious matter to expose a foreigner, who owes no allegiance here, to the inconvenience and annoyance of having his rights contested in this country.

After all, an action should not be brought against a defendant who is a mere dummy, a subordinate defendant to the person abroad, so as to make the latter amenable to the English jurisdiction.

But Lord Dilhorne doubted very much whether the court had to consider the good faith of the party bringing the action.

He thought that "properly brought" meant no more than an action brought in compliance with the rules and did not involve an inquiry into the purpose of the action before the trial of the action.

All that may not matter because, even when the stipulated limitations on service out of the jurisdiction have been satisfied, the court still has a discretion not to allow service of its writ abroad.

A judge will always exercise this discretion mindful of the competing principles of international law and of justice and convenience to commercial men seeking a resolution of their disputes.

* *John Russell and Co. Ltd. v. Cayzer Irvine and Co. Ltd. [1916] 2 A.C. 298.*

## Venezuela bank decision soon

VENEZUELA EXPECTS to decide by the end of March whether to set up a merchant bank in London to handle its Euromarket borowing and investment, according to informed sources. The Government is understood to have commissioned a feasibility study on the project.

## Ulster ferry service cut

THERE WILL BE only three ferry sailings a week to Belfast from Liverpool and three in the opposite direction from to-day until February 21 because the Ulster Queen and the Ulster Prince are going into dry dock at Belfast for their annual overhaul.

LAWN TENNIS BY JOHN BARRETT

# Borg meets Connors in U.S. pro final

PHILADELPHIA, Feb. 1.

IT WAS all happening on the tennis front yesterday. At the Spectrum the semi-finals of the $115,000 U.S. professional indoor championships in front of record crowds gave us the final forecast by the original seeding—Jimmy Connors, the left-handed American who is the top seed, versus Sweden's 19-year-old Bjorn Borg, seeded No. 2.

This will be their fifth meeting. There was one victory each in 1973 when Connors won at Indianapolis and Borg in Stockholm but last year Connors beat him 7—5, 7—5, 7—5 in the semi-final at Forrest Hills and 6—2, 7—6 in Stockholm.

Meanwhile, at Chicago's National amphi-theatre Evonne Cawley of Australia defeated Britain's Virginia Wade in the final of the $75,000 Virginia Slims tournament.

Mrs. Cawley produced positive attacking tennis after a characteristically dreamy start to beat Miss Wade 3—6, 6—3, 6—2 for a trophy bag that included $15,000, a fur coat and a diamond pendant in the shape of a tennis ball.

Such are the rewards for tennis in America to-day where a tennis court in the backyard is more of a status symbol than a swimming pool and where corporation presidents, film stars and politicians go out of their way to be photographed in tennis attire.

Mrs. Cawley was never in the first set. From 0—4 she recovered one service break and held two of her own for three-five, but the British girl confidently won the set on her second set point as she forced Mrs. Cawley to put a back-hand volley into the net. Miss Wade was punishing short second services mercilessly and the Australian was unable to get to the net.

The second set was even for seven games with Miss Wade holding the only point to break serve in the third game—a threat Mrs. Cawley averted with a sharp backhand volley. Suddenly in the eighth game Mrs. Cawley found her attacking rhythm and tossed a low, fast backhand lob over Miss Wade to move ahead 5—3, a lead she converted into a 6—3 set with an errorless service game, won 2—0.

## Pattern

Three times in the past year, at Amelia Island, Hilton Head and Wimbledon, Miss Wade has won the opening set against Mrs. Cawley and lost. The double fault she delivered to open the final set hardly suggested she would alter the pattern. Breaks in the first and fifth game confirmed a rising tide of Australian confidence as the passing shots and volleys found their marks.

Although the English girl saved two match points in the seventh game, Mrs. Cawley pressed towards the net and held her own service with ease, finishing the match with a deep unreturnable forehand volley.

Miss Wade's disappointment in defeat was relieved by the receipt of $8,000 as runner-up and completely dispelled later by success with Olga Morozova (U.S.S.R.) in the doubles final.

They beat Mrs. Cawley and Martina Navratilova, the self-exiled Czech, 6—7, 6—4, 6—4 and shared the first prize of $5,000.

Borg's semi-final victory over Tom Okker of Holland was a pedestrian affair. The young Swede won 6—2, 6—2, 6—2 and was always one move ahead—hitting harder and more accurately with top spin from the back of the court and finding the angles with decisive volleys. Okker does not often look slow but his lightweight game was blown away in a gale of Swedish hitting.

There was nothing pedestrian about Connor's four sets win over his old junior rival, Dick Stockton of Dallas. He injured his right leg in the opening set chasing a wide smash but the application of an ethyl chloride spray by WCT trainer Bill Norris froze the thigh and dulled the pain so that he finally won 3—6, 7—5, 6—3, 6—2.

## Villages fight pit plan

VILLAGERS are to fight a National Coal Board plan to open a multi-million pound "super pit" just north of Stafford, where reserves of 100m. tons of coal have been found.

The parish councils of Sandon, Weston, Salt and Hopton, and Cotton say that the pit would spoil the natural beauty of the area. "We shall fight the plan tooth and nail," a councillor said yesterday.

## Sand, gravel output drops

THE DECLINE in construction in the U.K. has led to a drop in the production of building aggregates. Total output of sand and gravel in 1974 including marine dredged landings was 113m. tonnes—12.8 per cent. down on 1973. Crushed rock production came to 113m. tonnes—10.6 per cent. lower than in 1973.

*Production of Aggregates in Great Britain, SO, 50p.*

RUGBY UNION BY PETER RO

# 'Automatons' bring bac a drab uniformity

HAVING BEEN told at 10 a.m. that the Cheshire-Lancashire game was definitely on, I—in common with others—travelled happily to New Brighton only to find that the match had been postponed.

Both captains, very wisely in my opinion, had refused to play and this decision drew a remark from a former England fly-half to the effect that contemporary players were softies.

This was pretty sweeping, but it set me to think of how much the game has changed in the last 15 years.

Looking back, how affectionately does one recall that cosy exhortation to "bunch and take." There are other nostalgic phrases that spring to mind in rugby of the '50s.

I think it is irrefutable that the framework of rugby is better geared to attractive open play than when I first began to play.

The repeal of the law allowing encroachment of the line-out, the curbing of the destructive wing forward in the 64/65 season opened up enormous tactical innovations and liberated the game as a whole.

At that time players such as Cole of Coventry and Clive Rowlands of Wales, behind a good pack, could kick their way down the touchline and this in turn produced the most devastating change in the law.

This was, of course, that kicking into touch on the full was allowed only from within the 25 yards.

These significant changes made the game much more interesting to watch and play in, but paradoxically we seem to have gone the full circle, returning to drab uniformity.

In Britain we have always been influenced by overseas visitors. The early Springboks taught us the importance of scrummaging, the All Blacks of the 60s the use of the crashing centre and the importance of good rucking.

The French, the truly innovative nation, gave us the peel and suddenly in the late '60s coaching became the vogue in Britain.

It was Carwyn James who finally coalesced all these ideas when as coach in 1971 to the British Lions he emerged as the principal brain in British rugby.

## Over-coaching

What must be grasped is that James was not only a good team coach but he also had such a knowledge of the game that he was able to put right individual faults of skill.

I am a firm supporter of the principle of coaching, but am finally led to believe that over-coaching is responsible for the similarity of play or attempts at similarity by both clubs and international sides.

The tendency now is to coach the team as a single entity. But if the players being coached cannot perform the skills necessary to the total end product, then that coaching is a waste of time.

This emphasis on the team and in particular on set piece moves has, I am afraid, reduced many teams to automatons who respond only to given signals.

These signals mean that they can play given a certain set of conditions and circumstances.

The failure of the Barbarian team against Australia me to be a product coaching as agains development of indiv

This collectiveness imitated by junior school coaches and result that individual dying

How often do we see actually try to beat skill and speed? then not be with try a ruck by commi defence head-on in coach's thinking.

Of course, this can tive, but it leads as have reached the p players are reluctan individual risks.

One wonders h Jackson would cope starvation on the w impossible to coach who like Gerald Davi instinctively and thought of failure.

Davies is fortunate within a Welsh tea brought this team perfection.

But even so, I reall those Welsh players now to have the ski to attempt something team role.

Elsewhere, one i increasingly alarmed in behavioural stan of players and crowd

Could it be that th now become so profe serious that its e cluded the players a ing now in the hands trators especially the

The Corinthian ide anachronistic these had a lot to commen

SOCCER BY TREVOR BA

# Rangers keep hope ali

MORE THAN 32,000 braved the bitter cold at Villa Park to see Queens Park Rangers beat Aston Villa 2-0, giving them their first away win in the League since August and keeping their faint championship hopes alive.

QPR thoroughly deserved their success They not only mastered the hazards of a bone-hard pitch on which it was often difficult to stand, let alone play football far better than their opponents, but were also noticeably braver.

Their back line, with McLintock especially dominating, was so much in control that goalkeeper Parkes was seldom in action and never in serious danger. Masson gave a masterly midfield display while Francis, in the role of striker, was the most impressive forward on view.

There were no goals in the first half, which lacked excitement.

The Rangers were forced to wait until the 76th minute before breaking the deadlock, a lively Hollins finishing a good move involving three other players.

Just before the final whistle, Francis rounded off a fine display, which Bowles would have done well to equal, with a second goal.

The Midlands team were unfortunate in losing centre-half, Nicholl, who fell heavily and damaged his shoulder early on. The substitute, Deehan, is a centre-forward: to accommodate him in this position necessitated a reshuffle, which was partly responsible for the overall lack of rhythm.

Their front runners suffered from an indifferent service and their rearranged rearguard was not completely convincing.

Although Villa were disappointing and strangely insipid, their future looks far brighter than that of QPR, who might make Europe next year, but must be thinking of rebuilding.

In contrast, the Midland club have established themselves in the First Division. With so many young players on their books, they could develop into something special during the next two or three seasons.

They also have been averaging over 38,000 for home matches. This can be explained partly by it being their first with the elite, but dance figures are sur by Manchester United pool.

Villa command a good and bad times of the mysteries of might be explained if and grandfathers of fans were constant the great days wher the league champi this is not the cas time they did this the First World Wa

It would not surp they remedied this the foreseeable futu as well as having c playing potential, well run and financ club.

They are plannin transform some wa they own into a sh sporting complex. Thi a considerable asset, the club, but also to munity as a whole, whom are, and n become, Villa suppor

RACING BY DOMINIC WI

# Both meetings frozen off

TO-DAY'S TWO meetings at Nottingham and Teesside have been called off because of the weather, both tracks being frozen solid. Trainers and jockeys are hoping that conditions will improve in time for the races later this week, in which leading Cheltenham prospects, including Bula, Soothsayer, Lanzarote, Grand Canyon and Birds Nest are due to be in action.

If the weather lets up over the next 48 hours, there is every chance that English racegoers will see Soothsayer in action for the first time since he returned from the U.S., at Wincanton on Thursday.

With Toby Balding at Weyhill, *Soothsayer* ought to have few problems in Wincanton's Challenge Cup. He ran a fine race in the Colonial Cup, finishing third, 1½ lengths ahead of the Gold Cup favourite, Captain Christy.

*Bula*, who went down by half a length to Soothsayer in last year's Cheltenham Gold Cup, seems to have a considerably tougher assignment than Balding's in Sandown's Gainsborough Chase on Friday.

The former champion hurdler could not produce the necessary pace to challenge Captain Christy in Kempton's King George VI Chase seven weeks ago. This time he is likely to find the Grand National joint favourite, Money Market, and that versatile Irish chaser, Lean Forward, among his rivals.

*Lanzarote*, a 4—1 chance to regain the Champion Hurdle crown which he lost to Comedy of Errors in 1974, is due to line up for the Otley Hurdle at Sandown on Saturday. Bula's handsome stable mate find Birds Nest (in 12 lbs) among his riv event, as well as that little horse, Attivo.

*Attivo* and *Birds* both been the subject ante-post betting in rec The former has bee down from 25—1 to 8— lists for Newbury's Gold Trophy in 13 d. Birds Nest has shorter same price for the Hurdle, for which he w chance just before Chr

*Grand Canyon*, who be the best novice season, has the SKF H future Champions at on Saturday as his target. If successful the Canyon will go on to ham with a good m porters behind him.

FT CLIPPER RACE

# GB II does 10 knots in S-E trades

GREAT BRITAIN II has moved out of the light winds that had slowed her during the week and is now in the South-East trade winds and sailing well at 10 knots according to the last report timed at 21.00 GMT on Saturday.

Skipper Roy Mullender reported the position of The Great Escape, the little Dutch boat which still seems to be maintaining her very good performance and her third position in the race—about a day in front of the Italian schooner CS & RB II.

Anaconda, the Australian ketch and at 83 feet the largest in the race is still believed to be about 400 miles astern of Great Britain II, but no position has been received from her since January 29.

Kriter II, the French yacht, continues to maintain her 10 knot average and when giving her latest position at 09.25 GMT yesterday she was about 2,700 miles from Cape Horn.

Latest positions received are:

Great Britain II was 1850 South 2838 West at 21.00 GMT on January 31.

Anaconda II was 3045 South 45 West at 21.00 GMT on January 29.

Great Escape was 4740 South 48 West at 21.00 GMT on January 31.

CS & RB II was 55 South 64 West at 21.00 GMT on January 28.

Kriter II was 57 South 127 West at 09.25 GMT on February 1.

## Suffolk rate rise proposed

A RATE increase of 8.25 per cent. will be recommended to Suffolk County Council's policy committee this week. If approved, it will lift the rate to 52.5p in the pound. The recommended rate is to cover estimated council spending of £87m.

## £1m. ventu bread-baggi

SMURFIT, U.K. hold pany of the Irish Jeffer fit Group, has spent equipment to produce bags for wrapping brea Flexible Packaging, a sidiary of the Smurfit produce more than 12m bags" a week to wrap 28-oz. loaves.

This follows the de October by the Depar Prices and Consumer P to allow RHM Bakeries Barnes' major customer Mother's Pride loaves i bags."

## SNOW REPORT

| | Depth (cms.) L | U | State of Piste |
|---|---|---|---|
| Andermatt | 60 | 135 | Good |
| Flaine | 45 | 180 | Good |
| Lermoos | 20 | 120 | Good |
| Murren | 70 | 140 | Good |
| Niederau | 30 | 70 | Fair |
| St. Anton | 60 | 255 | Good |
| Tignes | 40 | 95 | Good |
| Verbier | 45 | 100 | Good |

SCOTLAND

Cairngorms: Main runs all slopes all complete. Hard-packed. Vertical runs 1,650 feet. Access. Snow level 2,000 feet.

Glenshee: Main runs all com snow. Lower slopes: Ample nurs Vertical runs 1,600 feet. Acc Snow level 2,000 feet.

Glencoe: Main runs mostly Lower slopes. Ample nursery ar packed snow. Vertical runs Access clear. Snow level 2,200

Forecast: Dry sunny periods at all levels. Wind moderate

# TV/Radio

† Indicates programme in black and white.

## BBC 1

9.38 a.m. For Schools, Colleges. 10.45 You and Me. 11.00 For Schools, Colleges. 12.45 p.m. News. 1.00 Pebble Mill/NEC Special: The Queen opens the new National Exhibition Centre. 1.45 Mr. Benn and the Magic Carpet. 2.01 For Schools, Colleges. 3.20 Under Bow Bells. 3.58 Regional News (except London). 4.00 Play School. 4.25 Rooberb. 4.30 Jackanory. 4.45 Blue Peter. 5.10 John Craven's Newsround. 5.15 The Day I Shot My Dad. 5.40 Ivor the Engine.

5.45 News.

6.00 Nationwide.
6.55 Ask The Family.
7.20 Z Cars.
8.10 Panorama.
9.00 News.
9.25 Monday Film: "Barquero."
11.10 To-night.
11.45 Weather/Regional News.

All regions as BBC 1 except at the following times:

Wales—1.45-2.00 p.m. Pili Pala. 6.00-6.55 Wales To-day. 6.55-7.20 Heddiw. 11.45 News and Weather for Wales.

Scotland—11.00-11.20 a.m. For Schools. 6.00-6.55 p.m. Reporting Scotland. 11.10-11.45 Public Account. 11.45 Scottish News Summary.

Northern Ireland—3.58-4.00 p.m. Northern Ireland News. 6.00-6.25 Scene Around Six. 6.25-6.55 Land 'n' Larder. 11.45 Northern Ireland News Headlines.

England—6.00-6.55 p.m. Look North (from Leeds, Manchester, Newcastle); Midlands To-day (from Birmingham); Look East (from Norwich); Points West (from Bristol); South To-day (from Southampton); Spotlight South West (from Plymouth).

## BBC 2

11.00 a.m. Play School.
3.30 p.m. The Caterers.
4.00 State of Play—Pre-school Education now.
6.15 Open University.
7.05 The Do-It-Yourself Film Animation Show.
7.29 Weather.
7.30 Newsday.
8.10 The Waltons.
9.00 How Green Was My Valley.
9.50 Horizon.
10.40 Diversions from Scotland.
11.15 Newsnight.
11.30 Closedown: Bernard Hepton reads "Ultima Thule," by Patric Dickinson.

## LONDON

9.30 a.m. Schools Programmes. 12.00 a.m. Issi Noho. 12.10 p.m. Rainbow. 12.30 The Amazing World of Kreskin. 1.00 First Report: News, FT Index. 1.20 Lunchtime To-day. 1.30 Emmerdale Farm. 2.00 Good Afternoon. 2.30 "It Couldn't Happen To A Nicer Guy." 3.55 General Hospital. 4.25 Clapperboard. 4.50 Rogue's Rock. 5.20 Batman.

5.50 News from ITN.
6.00 To-day.
6.35 Opportunity Knocks!
7.30 Coronation Street.
8.00 Hello Cheeky.
8.30 World in Action.
9.00 Police Story.
10.00 News.
10.30 Looks Familiar.
11.00 Take Two.
12.00 Problems.

All ITV Regions as London except at the following times:

ANGLIA

ATV MIDLANDS

BORDER

CHANNEL

GRAMPIAN

GRANADA

HTV

SCOTTISH

SOUTHERN

TYNE TEES

ULSTER

WESTWARD

YORKSHIRE

RADIO 1 247m

RADIO 2 1,500m and VHF

RADIO 3 464m, Stereo & VHF

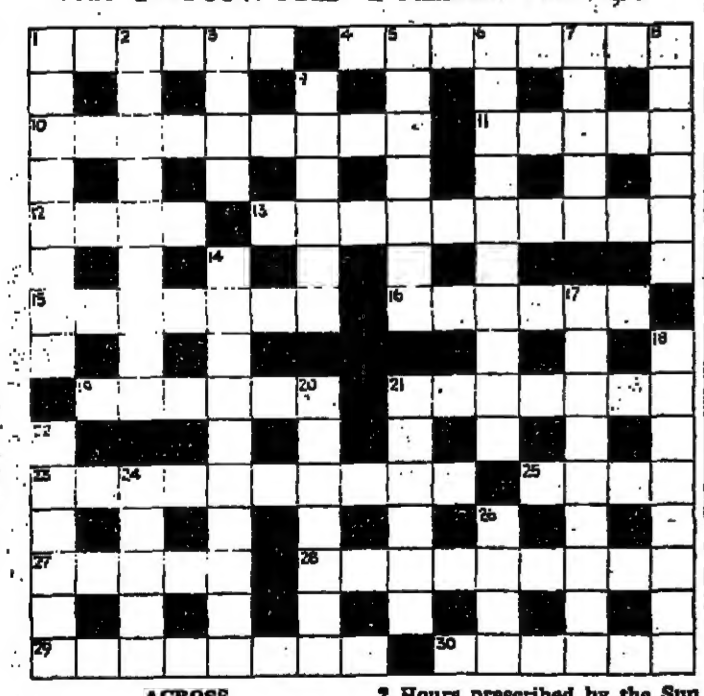
RADIO 4 434m, 330m, 285m and VHF

BBC Radio London 206m and 94.9 VHF

London Broadcasting 261m and 97.3 VHF

Capital Radio 194m and 95.8 VHF

## F.T. CROSSWORD PUZZLE No. 2,994



ACROSS

1 Complete substitute (4, 2)
4 Jumper with front pocket (8)
10 Deadly rival at bridge (4, 5)
11 Instrument that takes some stopping (5)
12 Told differently to a fool (4)
13 Racing expert in charge of class (4, 6)
15 Important Welsh leader has a score less than 100 (7)
16 Cat food comes down (6)
19 Scots team not met by leading clubs (6)
21 Complaint to which one will point (7)
23 Club bar is in such a hole (10)
25 Tax a northerner (4)
27 Colour can for instance come back (5)
28 Let down by suit that is small for letter (5 4)
29 Opera mounted monumentally (8)
30 Method adopted by Surrey branch of family (6)

DOWN

1 Hail taxi only to see engaged sign (4, 4)
2 Hours prescribed by the Sun or your own pub (5, 4)
3 One law concerning holly (4)
5 Plumbing the depths of say lamb in another way (7)
6 Equivalent to Olympic first prize for being well behaved (4, 2, 4)
7 Just Tories (5)
8 Proprietors offering admissions (6)
9 Rome comes up inside my lingering impression (6)
14 Soothing words from that place yonder (5, 5)
17 Vigorous fighting line adopted by worker (9)
18 Mother is upset by line disclosing heated geographic connection (8)
20 Varnish is charged to racing boat account (7)
21 Being dragged along by Pole when visiting London (2, 4)
22 Foot is in part conforming (6)
24 Composition without a catch (6)
26 May I ask to beg? (4)

The solution of last Saturday's prize puzzle will be published with names of winners next Saturday.

|هكذا صدر| ١١ أ صا

**...man, Cardiff**

# Waiting for Godot

by B. A. YOUNG

...ritic of one of the Sunday ...is said to have reported ...seeing *Waiting for Godot* ...was as funny as the Crazy ...Somerset Maugham, with ...rably accuracy, observed ...as a play about two filthy ...picking their toe-nails.

...y years' familiarity with ...Beckett's first work for ...ge suggests that the ...is the longest lasting ...in it. The allegory is ...er too plain, the charac... ...ve too little variety in ...mposition. But the well... ...use at Cardiff on Satur... ...thed at the familiar jokes ...the predictability of a ...Carte audience at *The*...

Michael Geliot's produc... the Welsh Drama Com... ...s by no means tuned ...nantly to laughter. His ...i Gogo (Aubrey Richards ...ck Walters) are two ...of solid peasantry such ...might find in a Millet ...at the Hayward. His ...r, Jenny Beavan, has placed them on a bare rectangular plank stage before a stark cloth through which a red sun gleams balefully as its descends to the dark horizon. (It reappears at once in the character of the moon, at which Didi throws an obvious quotation from Shelley's sentimental verse.)

Desolation is the established feeling, and the laughs bespatter its surface with a curious unexpectedness, like a chocolate sauce on a roast chicken. The pace is kept slow enough to make me wonder if Beckett is not more excessively verbose than I have thought hitherto. He says more in less time in his later plays. The scenes with Pozzo and Lucky, for all their able playing by Peter Tilbury and Clayton Gore, struck me as verging on tedium.

Perhaps I have seen *Godot* too often. Treated in this admirably serious fashion, rather than as a vehicle for star acting, it reveals its want of a solid enough philosophic core.

Millet: Catherine Lemaire

**Aldwych**

# Henry IV by MICHAEL COVENEY

The two parts of *Henry IV* were given on Thursday in successive performances and certainly reward a second look. The acceptable face of monarchy in Alan Howard's emergence from drop-out prince to decisive king is beautifully drawn in a performance of compelling intelligence and rich detail. The rejection of Falstaff is majestically prefigured in *Part I* as the Eastcheap revels are overshadowed by Howard rising like an eagle of prey in a threatening posture, both chilling and mock-serious. The quivering introspection of the bedside scene in *Part II* is well prepared by Hal's sudden attacks of guilt in *Part I*, responses that dull the edge of his playfulness at Gadshill and the Boar's Head.

Although *Part II* has not yet settled into a true rhythm—the long tavern scene is uneasily staged and played until the onset of Doll's lyrical decline into Falstaff's embrace—several of the major performances strike me as having improved immeasurably since last summer at Stratford-upon-Avon. And none more so than Brewster Mason's warm and dignified Sir John, a bulk of disintegrating nobility whose cultured vowel sounds have conditioned the surrounding stragglers to attitudes of gullible subservience. Mistress Quickly (Maureen Pryor) is more intent on the knight's name than on his flesh. Her flattery is wasted on him, for while Mr. Mason enjoys the attentions he excites both in Eastcheap and Gloucestershire, his wisdom carries him beyond them to the formulation of a rounded, ringing philosophy of life.

This Falstaff exudes, effortlessly, a dignity virtually unassailable by the knocks levelled at it. Every excuse and backtrack flows with an assurance proper to a born charmer. The irony of his downfall, the sudden emptiness at the very end as Henry V, swaggering to his destiny like some glittering robot (although there is, no doubt about it, a Man behind the Golden Mask), overwhelms the pageantry of the ceremonial procession. Shallow's *factotum* Davy (Philip Brack) has indeed seen London once before he dies, but he probably wishes the dream had never come true. And the pathetic pair of country justices, Sydney Bromley as a wittering Shallow and Trevor Peacock as a catastrophically arthritic, scene-stealing Silence, will fade back into their leaf-strewn, anonymous retreat, to subside quietly with the sun.

Director Terry Hands manages these final tableaux with tactful discretion, gaining maximum effect with the contrast of the cold-blooded rounding up of the rebel forces. Seeing both plays together, Lady Percy's (Ann Hasson) moving speech on the extinction of Hotspur is a marvellous high spot, emphasising the real appreciation Mr. Howard lavishes on his expiring, blood-stained opponent at Shrewsbury. Stuart Wilson repeats his stunningly magnetic playing of the passionate firebrand, but he must be wary of an occasional excess of strain.

Corinne McCarthy

Brewster Mason

Both productions are distinguished by Emrys James's powerful version of a tetchy Henry IV, languishing in remorse and physical discomfort as the unsettled times belch forth a successor equipped to prosper in war and peace.

**...val Hall**

# Poem of Ecstasy

...y RONALD CRICHTON

...LSO have generously ...heir distinguished guest ...or, Rozhdestvensky, his ...n the matter of pro... ...s. In these times, when ...the audience and on the ...have to be counted, not ...orchestra would risk, as ...on Thursday, following ...Fourth Symphony of ...n Williams with Debussy's ...*t prodigue* and Syrya... ...*Poem of Ecstasy*, eight ...nd all. There was a good ...e. *Perhaps people really* ...ryabin's orchestral works ...ne need be surprised if ...e the piano music.

...inly Rozhdestvensky ...he *Poem of Ecstasy* less ...le than usual—the soft ...with something of that ...ce-about-to-be bruised ...und in the piano sonatas, ...ishing; the big climaxes ...learly differentiated in ...and in colour. The sound ...ptuous but not over-ripe, ...ying of the first trumpet ...e incessant, maddening ...signals, impeccable. The ...ance left one positively ...to hear (but not there ...n) the *Poem of Fire* and ...me) the Piano Concerto, ...the conductor's wife, ...lova, as soloist.

...ssy's *Prix de Rome* can... ...worth an occasional hear... ...its own sweet sake and ...reminder of how far he travelled and how deep his roots went into Massenet and Gounod. Teresa Cahill sang Lia, the prodigal's mother, with her usual charm, but those cries of "Azaël!" ideally need more cut to them. Alexander Oliver was the prodigal Azaël. Stuart Harling the father. Mr. Harling alone had the forward production this music needs, but he was less handy with the French words (ghastly text) than his colleagues. Mr. Rozhdestvensky treated the amiable music, perhaps, a trifle too solemnly—unless it moves with greater suppleness Debussy's understandable lack of real interest in his characters becomes uncomfortably evident.

The Fourth of Vaughan Williams, with its intransigence and hard-hitting contrapuntal energy, appeals to conductors outside this country more than the reflective symphonies—Bernstein, Haitink and the LSO's regular conductor spring to mind. Rozhdestvensky's reading was thoroughly prepared and cleanly played, with plenty of ammunition in reserve for the closing pages. There was a certain lack of rhythmic drive about the first movement and a squareness about the second, where one felt the bar-lines in *music that should sound suspended in limbo*. All the same, the compliment was worth receiving.

**Hayward**

# Jean-Francois Millet

by WILLIAM PACKER

Exhibitions of the work of great artists are not exactly uncommon, and all are bound to be important in their way. No one doubts the greatness of Turner, for example, but it was good to see it demonstrated again: and a similar treat is due from Constable. But such exhibitions, which tell us what we already know, or at least suspect, are perhaps less crucial than those which reveal unrecognised truths; and first make clear those qualities in which the greatness of particular artists really consists.

Millet is an artist whose name is familiar, well respected by his contemporaries and known to have exerted some influence over them, but his reputation has come down to us rather at second-hand, and his work is known well only in part. For he is the man who celebrated the dignity of labour and simple faith, and peasant simplicity in the face of adversity. Through the agency of engraving he enjoyed enormous success, but that medium tended to emphasise content at the expense of form, sentimentalising the religious and moral element which, though most important, should have remained within the broader context of the work.

It is a shock, therefore, and an exhilarating shock, to discover how broadly based Millet's work is, and how central its place in the great Northern tradition, casting its shadow assertively across French and Dutch painting. It looks back through Romanticism and neo-Classicism to the seventeenth century, both to Poussin and Rembrandt; and forward to post-Impressionism, to Seurat on the one hand and Van Gogh on the other, and on to Expressionism and such painters as Soutine.

Millet's drawing is splendid, firm, confident and ambitious, and wonderfully realised: It under-pins all his work, giving his painting its freedom and authority. It is all so well done. The sentimentality we might have expected is just not there, but in its stead a moral force that is uncompromising, with which we must come to terms.

This fine exhibition, which comes to us from Paris, simply and effectively demonstrates that far from being a peripheral figure, something of a curiosity and no more, Millet indeed was one of the major artists of his time, Van Gogh's mentor and Courbet's peer. It remains at the Hayward until March 7.

**Library Theatre, Scarborough**

# Just Between Ourselves

by ANTHONY CURTIS

Most of the acting area of the Scarborough Library Theatre is currently occupied by an out-of-date grey-green Morris Minor. It sits immobile, and for sale, in the middle of a garage-cum-workshop filled with the clutter of ages, the fossilised paraphernalia of one suburban family's life-history.

Immobility in Mr. Alan Ayckbourn's terrifyingly funny new play, which had its world premiere here last week, is by no means restricted to the car. As the characters weave themselves around it to remonstrate with each other we watch the corrosion of two marriages. They both lack the vital elements that will get all the parts moving together again.

Mr. Ayckbourn is, it is well known, a playwright who likes to set himself exquisitely difficult technical problems: here he has determined to give a stationary vehicle high-powered momentum.

It is the elderly car that brings together the two couples. Dennis and Vera want to sell it because Vera doesn't drive much any more and Neil is considering buying it for his wife Pam. By the end of the two acts of the play the car remains unsold but what the couples buy instead without quite realising it is a relationship, an inter-dependence. They become echo-chambers, for each other's marital misunderstandings. What cannot be confessed to a spouse, may be discussed with a stranger. Here lies matter for a sad kind of comedy.

As in all Ayckbourn quartets there are the dominant and the passive voices. Here the Norman figure, so to speak, is the amateur handyman and work-shop fiend, Dennis, whose monstrous insensitivity is masked by an outwardly irrepressible cheerfulness. Everything he touches he succeeds in damaging including his wife's pitiful faith in him. With his toothbrush moustache, gleaming eyes and sergeant-major briskness, Christopher Godwin sustains him throughout with complete accuracy as the life and death of the party.

Dennis's scenes with his own wife (Polly Warren) and Neil's (Alison Skilbeck) are a hideous parody of life-enhancement, the prancing of a play-leader who has never grown up.

The play, which is directed by the author, now goes on a provincial tour; by the time it comes to London it will surely be seen as one of Mr. Ayckbourn's most considerable feats of theatrical virtuosity.

## Hackney Jazz Society at the 100 Club

The Hackney Jazz Society and Jazz Centre Society are promoting a concert at the 100 Club, Oxford Street, to-night, Monday which, they say, "aims to produce more work for those involved in the co-operative concept and to stimulate more interest in this music." The music, in the contemporary idiom, will be played by El Skid, featuring altoist Elton Dean and tenorist Alan Skidmore, and John Stevens' group, Away.

Admission for the evening, which is from 8 p.m.-12.00, is £1.20 (£1 to members of the two societies and to students).

**St. John's, Smith Square**

# The Tigers

by ELIZABETH FORBES

Havergal Brian was born on January 29 1876 (he died, in his 97th year, in 1972). Leslie Head and the Kensington Symphony Orchestra, who have previously introduced several other works by Brian, celebrated the composer's centenary last week at St. John's with a concert performance of extracts from his opera *The Tigers*. Brian started to compose this, the first of his five operas, in 1916, finishing the first sketch two years later,

The Entertainment Guide is on Page 28

but apparently he did not orchestrate the work until the late twenties. The vocal score was published in 1932, but the full score has been lost.

The composer himself made concert versions of some purely orchestral passages, and of part of the Prologue, and Malcolm MacDonald, who prepared Thursday's excerpts for performance, has reconstructed three of the symphonic dances from existing orchestral parts; he has assembled the whole Prologue from various sources, needing only to score about 80 bars; and he has entirely orchestrated a bass aria from Act 1. Originally called The Grotesques, the opera, for which Brian wrote his own libretto, is an anti-military satire. The Tigers themselves are an infantry regiment who like to make love, not war, who prefer girls to guns.

During the Prologue, set on Hampstead Heath during the August Bank Holiday carnival, the outbreak of war is announced, but the costers, vendors and holiday-makers who throng the fair-ground take little notice. Two policemen search for a missing young man (to the tune of "Anybody here seen Kelly?"); a man on an elephant goes by; a photographer poses a group to have their picture taken. The prologue leads straight into one of the orchestral excerpts, *Wild Horsemen*, in which the roundabout steeds and riders come to life.

The finest piece of those played, *Shadow Dance*, an eerie description of the midnight climb of a clock-tower by two of the regimental cooks, has real atmosphere and is not (unlike some of the other dances) too thickly scored. The concert began with *Ein Heldenleben*, no irrelevancy, as the battle scene from Strauss's tone-poem is parodied in Brian's opera when the Tigers are on disastrous manoeuvres. The Kensington SO played both Strauss and Brian with dedication, zeal and solid tone. There were some particularly luscious violin solos from Paul Manley in *Ein Heldenleben*.

It is difficult to draw any conclusions as to the opera's viability from these, mainly orchestral, excerpts. If the fair-ground scene conjures up the ghost of Vaughan Williams, especially in the symphonic variations on "Anybody here seen Kelly?", elsewhere Strauss and even Sibelius are evoked; but in *Shadow Dance*, and to a lesser extent in *Wild Horsemen*, Brian's position as one of the originals of British 20th-century music is well illustrated.

## Lorna Luft for London Palladium

Judy Garland's daughter Lorna Luft will star at the London Palladium in a two-week run beginning February 16. She will share top billing with Eddie Fisher.

**...ell Room**

# Niel Immelman

by MAX LOPPERT

...danger, for the critic with ...stained experience of the ...Room-Wigmore Hall ...machine, churning out ...anists of like mediocrity, ...ally passable, interpreta... ...lim, often distinguishable ...name, is over-reaction— ...aise of the rare new ...who at a first encounter ...an unmistakably defi... ...fully fledged musical ...lity, in whom "technique" ...nterpretation" are already ...ble, welded into perform... It may be that a second ...he young South African Niel Immelman (Royal ...-trained, with several pre... ...London appearances) will ...performing weaknesses ...ults more serious than ...noticed during Friday's ...On that occasion, much ...time at least, he was a ...e pianist.

...I so much liked about ...Immelman's playing was its ...—a tonal quality, and also ...acteristic of his musical ...s, both springing, of ...from the same impulse ...ener—a most attractive ...Honegger's crisp, acidly *Prelude, Arioso and* ...*a on the name of BACH* ...d the listener to an ...to keep textures clean, ...g but not bruising in ...a considerable achieve... ...n this auditorium), not ...r mushy below. Four ...i sonatas confirmed the ...ion, though to com... ...a limpidly sustained line ...nted a more challenging ...slightly sharper appreciation of the epigrammatic, finger-snapping wit of Scarlatti's unfailingly inventive melodies (a quality probably only harpsichordists have the key to). Mozart's A-major Sonata, K331, was kept lively by a control of paragraph that had no need of wilting phrase-ends or perfumed pauses. The Rondo alla Turca, which set out with the stamina that promised a stinging *tour de force*, seemed to lose concentration towards the end.

With the four Debussy preludes after the interval came the only occasion of the evening to criticise (as opposed to questioning) the viewpoint. That heavy, downward-thrusting attack upon the *piano, doux et soutenu* start of "Danseuses de Delphes" was surely wrong, unless Mr. Immelman believes the figures on the frieze to be superannuated Bolshoy cygnets. His command of the mixed Debussy colours and sonorities was variable—plausible in "La fille aux cheveux de lin," only intermittent in "Les collines d'Anacapri" (little feeling for the Manet reds and greens, the richly ironic delight, of the "chanson populaire" bass-figure). But the final Liszt group was greatly pleasing—"Harmonies du soir" grand in sweep, the "Bagatelle without tonality" brilliantly deft, two Hungarian Rhapsodies (nos. 3 and 11) unusually "straight" and sure—no Cherkasskian special pleading, rather a clear-eyed pleasure in bright, open piano sonorities that was both arresting and musically thoughtful.

**Manchester Cathedral**

# Much Ado About Nothing

by MICHAEL COVENEY

Shaw considered the music of *Much Ado* superior to the wit of the play. Certainly most of the cracks are embarrassingly bad, but the flippancy of the feud between Beatrice and Benedick, set off against one of Shakespeare's very best sub-plots—Claudio and Hero have better lines of poetry than the chief double act—can always delight if executed with style.

Style, alas, is a quality conspicuously absent in Braham Murray's superficial production. For a start, the incongruity of the comedy happening in this lovely nave is underlined by the Toytown Sicilian design; and the trio of Hero, Ursula and Margaret, twittering from the outset in pastel-coloured frocks, is played with bright tediousness and minimal variation.

Added to which, the central parts seem badly mis-cast. Kenneth Haigh, bland and chubby, is wrong to try and let Benedick speak for himself. Eschewing any archness of approach, Mr. Haigh deals sensibly with the verse and is undoubtedly popular with the audience. But there is no vanity, speed or apoplexy in the playing, and without an attack of high comic fits, Benedick materialises as a very dull fellow indeed.

Tension is low in his relationship with Beatrice (Susan Tracey), the two of them never stirring a froth bubbly enough to flatter the lines, and there is a great lack of colouring at climactic points in the comedy: the command to dinner, flatly delivered to a Benedick newly resolved to be "horribly in love" should surely be played to the pitch of, say, Malvolio's obscenely amorous, cross-gartered approach to Olivia.

Miss Tracey is lively and occasionally passionate, but she is not a personality comedienne such as the part demands. The rest of the Royal Exchange Theatre Company are workmanlike, but ordinary, with the blazing exception of Bryan Pringle as Dogberry. Mr. Pringle, apparently dissatisfied with his already considerable height, spends much of his time stretching his torso into ridiculously elasticised postures of cringing salute. He also, unexpectedly, provides the most moving moment of the evening, as he punctuates his insistence on being put down "an ass" with the sudden, indulgent admission that he is a man "who hath had losses." This is a definitive Dogberry: a memorable highlight in disappointing surroundings.

# ...he new National's opening season

...first paid public per... ...es at the new National ...will fill a two and a-half ...season from mid-March. ...ays to be shown are ...(charity preview from ...5, then from March 19), ...(from March 16), *John* ...*Borkman* (from March ...*ppy Days* (from March 20 ...), John Osborne's *Watch* ...*Down* (from March 20 ...) and *No Man's Land* ...April 12).

...ese, which will be trans... ...m the Old Vic, will play ...oscenium-stage Lyttelton.

The open-stage Olivier will open in the early ..., and the small Cottesloe at about the same time.

...will be no ceremonial ...to the season, which will ...ented gradually by the ...ion of new productions, ...g new work by ...rn and Brenton and re... ...f Marlowe, Coward and ... The ceremonial will ...the conclusion of the ...

...g opens this month. Ad... ...oking can be done in two ways. A voucher for £2.35 (£1.50 mid-week matinees) guarantees a seat for the chosen performance, but it must be exchanged at the theatre within the two hours prior to curtain-rise for a numbered seat ticket specifying the best row and seat number available.

Alternatively, a numbered seat ticket can be bought, at the same price, but for £2 more a particular numbered seat can be reserved. Cheaper seats, in the front of the stalls and at the back of the circle, will be available at £1. The box-office will open at 8.30 a.m.

## The Danny Moss Club

The Danny Moss Jazz Club is continuing Tuesday sessions at Eriswell Road, Worthing.

Set for to-morrow is the group widely acclaimed by leading jazz critics, the John Picard Sextet. Danny Moss will himself be playing on February 10 when another tenorist, Kathy Stobart, will be guesting.

All sessions are 9 p.m.-1 a.m. and admission is £1.

**Festival Hall**

# Shostakovich 15

The last symphony of Shostakovich, completed five years ago, is one of his "private" works, outwardly at least unconnected with public events or official pressures: *a strange* extremely personal blending of maturity and thoughts of mortality with childhood memories. Fast, slow-fast, slow is broadly speaking the scheme of the four movements. Shostakovich uses outward stimuli and references: the initial phrase of the Gallop from the *William Tell* overture in the first movement, the Annunction of Death theme from *Die Walküre* in the last. (In some other world, two eminent ghosts must be smiling wryly.)

Broadly speaking again, the fast movements represent childhood, the slow ones mortality. But the moods and viewpoints encroach and overlap: age is concerned with early memories (at the end, surely (and childhood contains the seed of age.

It was one of the distinctions of the performance of the Fifteenth by Haitink and the London Philharmonic on Friday evening to have uncovered layers of thought and feeling not to be experienced in superficial readings which present only an enigmatic mixture of deliberate triviality and glum melancholy. But Haitink, in his slightly hectic, probing, questioning, ultra-sensitive approach, placed this symphony firmly among the composer's finest. An accident of planning helped him through the contrast with Skryabin's *Poem of Ecstasy*, heard in the same hall the night before.

Shostakovich is certainly concerned with self, but the quality of his introspection made the *Poem* seem in retrospect like erotic tantrums.

This was a Russian programme, with the Prelude to Mussorgsky's *Khovanschina* given in a new, smoothly sonorous orchestration by the Dutchman Bastiaan Blombert. The concerto was Rakhmaninov's Second, with Emanuel Ax as pianist another searching reading, which made one recall ruefully the old type of performance with the pianist banging and the orchestra scraping. Ax took the solo part gently, unassertively, with inexhaustibly fluent technical command. Haitink and the LPO gave the orchestral part the kind of attention seldom lavished on old war-horses. The orchestra might have appeared to a casual observer to be having the upper band. Yet so accurately did conductor and pianist between them judge the balance that the piano tone (though Mr. Ax is a soft-edged rather than a hard-edged player) was never swamped.

RONALD CRICHTON

HOME NEWS

# Code for motor trade comes into operation

BY TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

THE NEW code of practice for the motor industry came into operation yesterday. It will ensure more accurate advertising, improved warranty provisions and the right to low-cost arbitration in disputes with dealers.

The code was drawn up by the motor industry trade bodies in consultation with the Office of Fair Trading. It sets out principles which all member manufacturers and retailers must observe in advertising, the supply of new and used cars, parts and accessories, and car servicing and repair.

The three associations concerned are the Motor Agents' Association, the Scottish Motor Trade Association and the Society of Motor Manufacturers and Traders.

The motor industry has been under pressure to improve warranty and servicing standards for some time and several moves have been made over the last year to meet criticism.

Under market pressure last year, manufacturers were forced to extend warranty provisions and to step up inspection of new cars before sale.

But the code takes these moves further. Its provisions include:

● Warranties should be transferable to second and subsequent owners.

● Car order firms must detail all charges additional to the car price, so that the customer knows exactly how much he must pay to put the car on the road.

● Used cars should be subject to a pre-sale inspection in accordance with a pre-determined schedule.

● Firm quotes should be offered wherever possible for major repairs.

● Repairs must be guaranteed against failure due to workmanship for a specific mileage or time.

● New car advertising involving comparisons with other models should not be presented in such a way as to mislead the customer.

A conciliation and arbitration procedure has been set up for complaints and the arbitrator's award will be enforceable in law on all parties.

# Car industry forum will link makers, unions and consumers

BY ELINOR GOODMAN, CONSUMER AFFAIRS CORRESPONDENT

THE NATIONAL Consumer Council is trying to form a new forum of discussion for the motor industry which will involve management, unions and consumers. To be known as the Motor Industry Consumer Council, it is hoped it will look not just at complaints about the performance of cars, but the whole strategy of the manufacture, marketing and servicing of cars in the future.

All four major British car manufacturers are understood to have been asked to join and the main consumer organisations are being invited to appoint representatives.

Union participation would come from workers directly involved in car manufacture and from those who drive vehicles for a living.

MICC would presumably discuss some of the issues which have been vexing consumer organisations, such as planned obsolescence and after-sales service.

It would also go some way to providing consumer representation in the affairs of motor manufacturers in which the public has a stake through the Government.

The National Consumer Council is the body sponsored by the Government as a "partisan voice" for the consumer and its desire for greater account to be taken of consumer's interests in the Government's industrial strategy forms the basis of proposals to be laid before Neddy this week by Mr. Michael Young, chairman of the NCC and a member of the NEDC.

In the first formal proposals to be made by Mr. Young since his NEDC appointment, the NCC says that "jobs depend on consumers; on British consumers who have the choice between home and foreign goods and are often forced to chose foreign; on overseas consumers who have the means of solving our balance of payments problems in their purses."

All attempts to solve Britain's economic problems so far, Mr. Young says, have neglected the needs and importance of consumers.

In a seven-point plan, the council proposes that trade unionists should use their power and solidarity to bring about improvements in shoddy goods or unsatisfactory services.

Unions could persuade companies to give their customers a better deal—and their workers safer jobs.

Better use should be made of public authority buying strength. These authorities underestimated the savings that could be made by "intelligent, co-ordinated specification and purchasing."

The proposals also repeat demands for better after-sales services and more consumer advice to enable shoppers to make informed judgments.

British companies should be better at servicing products sold in this country because of their proximity to the consumer. Industry "has thrown away this potential advantage" by allowing servicing to get worse.

# Fiat raises car prices

FIAT CAR prices in the U.K. go up by an average 4 per cent. from to-day except for the newly-introduced 128 3P Berlinetta and the 130 Saloon and Coupé. Dealers will be able to offer cars in stock at the old prices until February 21.

New prices, inclusive of VAT and car tax, include: Fiat 126—£1,130 (previously £1,098); 127—£1,454 (£1,398); Four-door 128 Special—£1,859 (£1,776); Four-door 131 Mirafiori 1600—£2,198 (£2,125); 132 1800 GLS—£2,598 (£2,510).

# New Fair Trading chief sought

By Elinor Goodman

THE DEPARTMENT of Prices and Consumer Protection will soon start its search for a successor to Mr. John Methven, Director-General of Fair Trading. Mr. Methven will leave in June to become directer-general of the Confederation of British Industry.

Under the terms of the 1973 Fair Trading Act, which created the position, the appointment is made personally by Mrs. Shirley Williams in her capacity as Secretary for Prices and Consumer Protection. It is not a Civil Service appointment.

The transition will come at an important time for the Office of Fair Trading. Mr. Methven put the organisation on the map and established the staff. The Office's work will be greatly increased this year as a result of the Consumer Credit Act and the calling-up of restrictive agreements in the services industry.

This is in addition to the Office's existing responsibility for mergers, monopolies, consumer protection and restrictive practices in manufacturing.

Mr. Methven, who joined the Office of Fair Trading in 1973 from ICI, where he was deputy chairman of the Mond division, had already been involved in work with the Government through his membership of the Monopolies Commission. It is likely that the Department of Prices will first try to fill the job by informal approaches — either directly or through "head-hunting" organisations.

There is a body of opinion in the Department which would like to see the £16,000-a-year post advertised. Two years ago the Government advertised for a new director-general of the Water Authority, and was surprised by the quality of the applicants.

Mr. Methven has a legal training and the Department is known to be anxious to appoint somebody with a thorough legal knowledge as well as knowledge of competition policy.

Though the Department does not necessarily feel that the next director-general must be a lawyer, there is feeling that a "judicial" approach is essential for a job seen as that of a "referee" between the interests of the consumer and of business.

# Shorter week at Hotpoint

TWO HUNDRED workers employed by the Hotpoint electrical appliance company at Peterborough start a three-day week to-day in a bid to reduce stocks of washing machines.

# British Gas angers Potteries by high pricing policy

BY PETER CARTWRIGHT

ANGER with British Gas over its attitude to pricing is reaching a peak in the pottery industry as manufacturers find themselves faced with bills in some cases treble those of two or three years ago.

There is also serious doubt whether the corporation can supply new production projected over the next two years.

The industry has been warned that no more gas may be available until the Frigg Field comes on stream in 1978.

Stoke-on-Trent and the Potteries was the first major industrial area in the West Midlands to get North Sea gas. Tableware and other manufacturers were wooed away from oil and electricity with cheap tariffs. They also helped pay for special gas-ring mains to bring in supplies.

Fuel accounts for 10-12 per cent. on average of manufacturing cost; more for makers of fine china, which has to undergo extra firing processes.

In the past two years Wedgwood has had to pay overall 120 per cent. more for materials and fuels. It uses mainly electricity and gas.

Royal Doulton Tableware was among the first to take advantage of the "introductory" gas contract rates. Original contracts at 2.8p a therm recently doubled to nearly 6p, and as contracts for its various factories come in the company expects the price in some instances to go to above 12p.

Contracts signed for about 6p are expected to go to 11-12p, and the company is preparing for a demand of about 13p for contracts now at 9p.

Sir Arthur Bryant, chairman of Wedgwood, recalled that in the early days of natural gas "we were under great pressure to change from electricity, which runs 95 per cent. of our kilns at Barlaston, to gas — the mains run alongside the factory. All I can say is that I am very glad we didn't make the change."

In 1973 the contract price to Wedgwood was 4.45p a therm. In April 1974 it went up to 6.4p, and since October it has been 11.2p.

Mr. Sam Jerrett, director of the British Ceramic Manufacturers' Federation, said: "It is true that in the early days the industry bought gas for the proverbial song. But now manufacturers see how much they have been misled. Had it not been for the recession, we should have been in very great trouble over gas supplies."

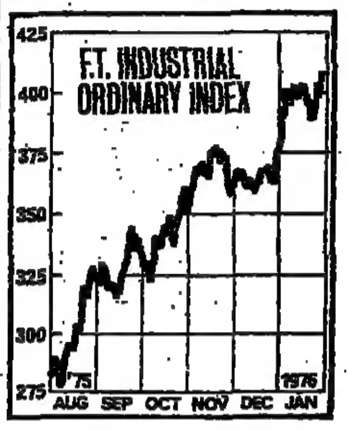
A spokesman for West Midlands Region Gas said that natural gas introductory prices were deliberately pitched low, both to take account of manufacturers' contributions to installing the ring mains and to effect a rapid increase in load.

# Sharp rise in January dividends

By Ron Putland

THE PRINCIPAL feature of companies' annual reports published last month was the sharp increase in dividend payments compared with a year ago.

The increase of 21.4 per cent. was due mainly to the large number of companies which had come to the market for new money by way of "rights" issues




last year, enabling them to pay dividends well in excess of the 10 per cent. restriction.

Pre-tax profits were up 5.9 per cent. on the same month a year ago.

This continues the better trend of recent months. Figures in October were down 2.9 per cent., in November down 1.9 per cent. and in December up 4.5 per cent.

Leading companies which did better than average included A. Guinness, whose pre-tax profits were up by 28.5 per cent. and Ranks Hovis McDougall, with profits 32.4 per cent. higher.

Allied Breweries managed only a 2 per cent. increase, but raised the dividend by the maximum permissible.

# MPs' committee to hear Chrysler deal opponents

REPRESENTATIVES of the Industrial Development Advisory Board, which advised against the Government's rescue package for Chrysler, will give their views on the deal to the Commons' trade and industry sub-committee investigating the affair on Wednesday.

The meeting will almost certainly take place behind closed doors to allow the fullest discussion with the IDAB members, whose advice to the Government is given confidentially.

It is known that the majority view of IDAB—which is made up of distinguished industrialists, trade unionists and professional men—was that the Chrysler arrangements did not offer prospects of viability.

But despite some dissentients, a majority also felt that the scheme should be supported for social, industrial and balance of payments reasons on three conditions. These were that there was a greater capital commitment from Chrysler Corporation, that the Government had the right to "curtail or vary" its commitment, and that there was a binding arrangement with the workforce on manning levels and productivity.

Since these provision have been met only in part, the Commons Committee will no doubt press the IDAB team for i's present view of Chrysler U.K.'s likely future.

It will also be looking further into the way in which the Department of Industry altered its stance towards Chrysler Corporation's decision to withdraw from the U.K. from a position of offering only limited help to the present £162.5m. rescue package.

It is expected that the IDAB team will be led by Mr. Richard Lloyd, chief executive of Williams and Glyn's Bank, who stood in to chair the committee's deliberations on Chrysler.

Sir Robert Clark, the IDAB chairman, did not take part in these discussions because of his role as a non-executive director of British Leyland.

# Europe takes mo[re] ICI nylon for carpet[s]

By Rhys David

ICI, BRITAIN'S bigge[st] made fibre producer, ... have established itself ... as the biggest supplier in ... of nylon for the carpet ... —the main fibre used i[n] ... pile.

In spite of a downturn ... sales of nylon into the ... market in Western ... where the fibre is the ... have about 46 per cent ... market. ICI says it has ... the volume of its sales ... Continent and doubled its ... share during the past thr[ee] ...

The company now ... its sales of nylon accoun[t] ... year for about 9 per ... total carpet fibre sales in ...

ICI, which pioneered ... duction of nylon for ca[rpets] ... the U.K. when synthe[tics] ... began to break into t[he] ... also claims to have a str[ong] ... tion in West Germa[ny] ... Belgium.

Together with Britai[n] ... two countries account ... thirds of total carpet pr[oduction] ... in Europe.

The company is also ... other carpet producing c[ountries] ... including France, Ita[ly] ... Austria.

Total consumption o[f] ... fibres in Europe last ye[ar] ... at about 420m. kg. or ... the same as in 1972.

In 1973, the peak ... carpet production, fibre c[onsump]tion rose to 475m. kg. ... 330m. kg. figure of 19...

ICI is expecting total f[ibre con]sumption to rise again ... with nylon increasing ... market share.

Nylon for the carpet ... is produced by ICI at D... and at Oestringen, ... Germany, which is also ... pany's main centre for ... development of carpet ... fibre innovations.

Other Home N[ews] on Pages 26 an[d] ...

# Output of toys £10m. up, say manufacturers

BY Donald Maclean

TOY OUTPUT last year rose to £180m., from £170m., in 1974, it is estimated by the British Toy Manufacturers' Association.

Retail sales are put at £325m., against £300m.; exports at £61m. against £59.5m.; and imports £45m., against £53m.

The figures emerged as the toy industry opened its annual fair at Brighton—the last in the series to be held there. Next year, the fair will move to the National Exhibition Centre, near Birmingham.

The Toy of the Year award given by the National Association of Toy Retailers went to British Lego for the second year running. Lego also won the Top Toy trophy awarded by Toys International magazine.

Figures from the British Toy Manufacturers' Association suggest that the weakening of sterling has helped the toy industry to emerge once more as a major export-earner, with the net surplus from toys last year of £16m., compared with £6.5m. in 1974 and with an £8m. deficit in 1973.

The Brighton toy fair is the second of the two main British fairs. When the Nuremberg fair has been held next month the industry's fortunes for this year will have been largely decided.

# NUR chiefs to visit China

By Our Labour Staff

THREE National Union of Railwaymen leaders are to visit China next month. They intend to use the trip, which is being made at the invitation of the Chinese Government, to promote the export of U.K. railway equipment.

They are Mr. David Bowman, NUR president, Mr. Sidney Weighell, general secretary, and Mr. Bob Kettle, a member of the national executive.



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هكذا صدر الأصل

Office of Fair Trading

CONSUMER CREDIT ACT

# If you answer yes to any of these questions you must apply for a licence for your business or practice now.

| Question | YES | NO |
|---|---|---|
| Do you advise people about debts or negotiate the discharge of debts? Does your organisation offer free advice on debt problems? | ☐ | ☐ |
| Do you collect the debts of others? | ☐ | ☐ |
| Do you ever take over or buy other people's debts? | ☐ | ☐ |
| Do you run a credit reference agency? Do you collect financial information about people to give to others? | ☐ | ☐ |
| Are you an accountant or a financial adviser engaged in any of these activities? | ☐ | ☐ |

## If you didn't answer yes, but your business offers or arranges credit or hire terms, you'll be asked to apply later.

If you've answered yes to any of these questions you can be pretty certain you'll need a licence under the Consumer Credit Act 1974. You must apply now. Even if you're only involved in a small way in the activities we're talking about, or are at all uncertain, you'd be well advised to send immediately for a copy of our free booklet "Do You Need A Licence?" It should clear up any doubts about whether or not you need a licence.

Applications for the categories indicated must be in by 31st May and licences will be effective from 3rd August 1976. After this date credit activity in these categories will be a criminal offence without a licence, and any agreements you enter into may be unenforceable.

You can obtain your booklet, application form, and details of fees, by sending off the coupon alongside, or by going to your local Trading Standards Department. (In some areas this is known as a Consumer Protection or Weights and Measures Department.)

I think my business might need a licence under the Consumer Credit Act.

Please send your free explanatory booklet, application form and details of fees.

Name__________

Nature of Business__________

Address__________

101

To: Office of Fair Trading, Consumer Credit Licensing Branch, Government Buildings, Bromyard Avenue, London W3 7BB.

ALL APPLICATIONS FOR THESE CATEGORIES MUST BE IN BY 31ST MAY.

There are several licence categories and eventually almost everyone involved in credit or hire will need a licence for at least one. For the moment though, applications are only being requested for the categories indicated by our questions. Others will be called for later. Watch for further announcements.

The Consumer Credit Act will help ensure that unscrupulous people are not allowed to offer credit or hire facilities. It will increase the standing and reputation of everyone who is in any way connected with credit or hire. The dishonest trader will no longer be able to profit from people's ignorance or give the credit business a bad name.

The Consumer Credit Act is being administered by the Office of Fair Trading whose aim is a fairer deal for everyone. Licensing is another step towards this goal.

**Activity in the field of credit without a licence will be illegal.**

## APPOINTMENTS

# Tobacco groups make changes

Mr. H. B. Glyn has retired as joint managing director of GALLAHER. Mr. S. G. Cameron has become chairman of the tobacco executive, while Mr. L. F. G. Pritchard, previously joint managing director, is now managing director, and will continue with his existing responsibilities. Mr. M. S. K. Maunsell has retired as a director of Gallaher and chairman of the Gallaher wholesaling division and is succeeded by Mr. P. J. H. Grierson as chairman of the wholesaling division, which includes Warriner and Mason (Holdings) and Tobacco Sales Limited. Mr. P. F. Benton has been appointed chairman of the MONO GROUP, a subsidiary of Gallaher, on the retirement of Mr. H. B. Glyn. Mr. Benton is chairman of Saunders Valve, another Gallaher engineering subsidiary.

★

Mr. C. P. Diver, production director of IMPERIAL TOBACCO, will be retiring on May 1, 1977. He will be succeeded by Mr. D. R. Mott, who is at present chairman and managing director of Ogden's, and also a director of Imperial Tobacco. Mr. C. R. McCay, production director of W. D. & H. O. WILLS, will succeed Mr. Mott on January 2, 1977. He will move to Liverpool in September 1976 as deputy chairman of OGDEN'S. Mr. A. J. Collingridge, at present general manager of the Scottish and Northern Ireland Division of W. D. & H. O. Wills, will be appointed production director of that company on September 1, 1976. Imperial Tobacco is a member of Imperial Group.

★

Mr. J. R. Field, managing director, will succeed Mr. R. G. Shave as chief executive of BRADBURY, WILKINSON AND COMPANY from April 1. Mr. Shave, who is retiring from executive duties, will remain chairman of the Board.

★

Mr. Norman Roberts has been appointed a director of TULLETT AND RILEY (FOREIGN EXCHANGE).

★

Mr. Peter Deal and Mr. Gareth Owen have been appointed directors of WALLACE BROTHERS BANK. Mr. Roger White has become a manager of the Commercial Banking Department.

★

Mr. Manfred S. Gorvy, Mr. Edwin W. Phillips and Mr. R. Victor Wood have been appointed directors of HASLEMERE ESTATES. Mr. Gorvy is a director of Schlesinger European Investments. Mr. Phillips is a director of Phoenix Assurance, chairman of Friends' Provident Life Office and a director of Lazard Brothers. Mr. Wood is chairman of Hill Samuel Life Assurance and a director of the Hill Samuel Group.

★

Mr. P. R. Grace has relinquished the managing directorship but continues as non-executive chairman of GILLESPIE BROS., a subsidiary of Grindlays Bank. Mr. J. H. Priddle has been appointed managing director and chief executive.

★

Mr. C. J. B. Green has been elected to the Board of CERRO METALS (U.K.) from March 1. Mr. Ralph F. Dreyfuss has resigned from the Board on relinquishing his position as president of Cerro Sales Corporation, New York. Mr. Jaime Claro, who has succeeded him as the president of Cerro Sales Corporation, has been appointed a director of Cerro Metals (U.K.).

★

Mr. David Gates has joined BANKERS TRUST INTERNATIONAL as an assistant director. Mr. Gates was previously manager of the Eurobond department at Brown Harriman and International Banks.

★

Mr. Kenneth Bradshaw is to retire as chairman of FARREL BRIDGE on April 1.

★

Mr. J. H. Cleary has been appointed a director of SAMPANG (JAVA) RUBBER PLANTATIONS, a subsidiary of Triumph Investment Trust.

★

Mr. J. W. Ramplin has been appointed a director of the ENGLISH AND AMERICAN INSURANCE COMPANY and joint deputy chairman with Mr. B. H. Jenkinson. Mr. D. Coakley has been appointed managing director of C. T. BOWRING COMPUTER SERVICES and Mr. C. J. Temple has become assistant director of KEITH SHIPTON DEVELOPMENTS. The three companies are subsidiaries of C. T. BOWRING.

★

Mr. D. M. Thompson and Mr. W. E. Brown have retired from R. H. THOMPSON GROUP. Mr. D. M. Thompson is succeeded as chairman by Mr. D. J. N. Thompson.

★

Four new members have been appointed to the Medicines Commission. Professor P. C. Elmes, Professor of therapeutics and pharmacology at Queens University, Belfast; Dr. M. J. Linnett, who is a general practitioner and was formerly a member of the committee on Safety of Medicines; Professor W. W. Mushin, Professor of anaesthetics at the Welsh National School of Medicine in Cardiff, who was also formerly a member of the committee on Safety of Medicines; and Professor J. A. Strong, Professor of medicine at Edinburgh University.

★

Mrs. Caro Pickering has been appointed the Housing Corporation's regional chief officer for London. She will be responsible for allocating public funds to provide new and converted homes and for the supervision of housing associations throughout Greater London. The new deputy regional chief officer for London is Mrs. Joan Forsyth.

★

Lt. Colonel Christopher Sinclair will relinquish the position of chief executive officer of TIME-LIFE INTERNATIONAL on March 1, but will remain as chairman of the Board in a non-executive capacity. He will be succeeded by Mr. Alan Barnett, at present general manager, who will become managing director on the same date.

## LABOUR NEWS

# Nalgo wants recall of TUC to discuss Government policy

BY JOHN ELLIOTT, LABOUR EDITOR

PRESSURE ON the TUC to call a national conference of union leaders to debate their relationship with the Government before the next stage of the Government's pay policy is decided built up over the week-end when a tough stance was adopted by the National and Local Government Officers' Association.

This union, with 540,000 members the fourth biggest in the TUC, is specially angry about the Government's plans for future levels of public expenditure. At the week-end its national executive called for a recalled Trades Union Congress or a conference of union executive leaders to be staged in April.

"There are crucial matters to be discussed before entering another contract with the Government, particularly the safeguarding of public spending, an end to cuts in services and the unacceptable level of unemployment" said Mr. Geoffrey Drain, Nalgo's general secretary.

Last Wednesday the TUC's general council debated its relationship with the Government. It was clear from the debate, which ended with a call for a special TUC conference being defeated by 25 votes to five, that the TUC's co-operation with the Government was secure for several months to come. This relationship will, however, become strained by the summer.

Nalgo is concerned that the fixing of the next stage of the policy should not be limited to inner councils of the TUC and has chosen April as its timing for the conference because this would be in time to influence the summer's annual trade union conferences and the TUC's subsequent negotiations with the Government. A call for a special TUC Congress also came yesterday from a Merseyside union meeting.

A conference in April seems unlikely, but the TUC might be unable to avoid having one around July, in advance of its September annual Congress, if the pressure continues to build up.

# Ford craftsmen plan work-to-rule protest

BY DAVID CHURCHILL, LABOUR STAFF

ABOUT 4,500 Ford Motor craftsmen plan to go ahead with a work-to-rule from next Monday in support of a claim for better representation on the company's negotiating machinery.

The craftsmen, who are trying to restore differentials over Ford's unskilled workers, will carry out a policy of non-co-operation which they say could delay the launch of two new models later this year.

An unofficial committee of leaders of Ford's skilled workers which claims to represent 4,500 of the company's 7,000 craftsmen, decided to go ahead with its work-to-rule after Ford conveners refused on Friday to accept the craftsmen's demands for 50 per cent. representation at a special two-day joint works council conference to be held this week.

The conference, called in an attempt to settle the dispute between the two groups of workers, may not now be held. The craftsmen hope that the management, which is sympathetic to their claim for increased representation, will be able to help solve the dispute this week.

Ford is concerned that the dispute might lead to a fragmentation of pay negotiations.

● British Leyland yesterday officially published its "action programme," agreed by shop stewards and management last week, which calls upon all employees to help recapture the company's lost market share by increased quality and production.

The call for extra effort with "as little recruitment as possible" was agreed by the 15 worker and 11 management members of the Leyland Cars joint council, the highest tier of the company's three-level worker participation structure.

# Ferrybri[dge] closed sh[op] verdict d[ue] to-morro[w]

By Our Labour Staff

JUDGMENT IN the long closed shop test case six power station workers so-called "Ferrybridge is expected to-morrow

The written judgment three-man industrial will come nearly six we the hearing in Leeds men's claim that th unfairly dismissed Central Electricity G Board

The delay reflec unusual importance difficulty of the case, of which could be political attitudes to shop provisions of t Union and Labour (Amendment) Bill.

The Bill seeks to Conservative amendme Act that repealed th own 1971 Industrial Act—amendments whi the grounds upon whi duals can object to join unions without risking

In the Leeds case, th —all members of the unrecognised Electrical Union—were sacked ber for not joining four recognised unions

# NUPE reje[cts] pay bed pl[an]

By Our Labour Staff

THE NATIONAL U Public Employees is t Barbara Castle, Social Secretary, next week refuses to accept th ment's latest plans to private beds from Health hospitals.

NUPE claims that th ment's proposals—wh phase out 1,000 pay b the next six months an after an independent would not meet their that all private treatm be abolished with n attached.

There were allegatic day that some c eligible to vote in the whether to accept the or to resign over the not received ballot for

A supplementary being organised by th Medical Association t these consultants

# WEEK'S FINANCIAL DIARY

The following is a record of the principal business and financial engagements during the week. The Board meetings are mainly for the purpose of considering dividends and official [...] are not available whether dividends concerned are interims or finals. The sub-divisio[ns] below are based mainly on last year's time-table.

### TO-DAY

COMPANY MEETINGS—
Ronksley Investments, Sheffield, 10.30.

BOARD MEETINGS—
Finals:
Geduld Invests.
Hirst and Mallinson
Intl. Invest. Trust of Jersey
Isle of Man Assoc. Invest.
Prestige
JC Invests.
Unisec
Interims:
Christie-Tyler
[...]ns and Everard
Western Canada Invest.

DIVIDEND & INTEREST PAYMENTS—
American Tst. 5pcPf., 1.75pc
Anderson Strathclyde, 3.5p
Anglo American Asphalt, 0.87p
Arlington Motor, 1.4p
Assoc. Leisure, 1.1p
Atlantic Assets Tst. 5pcPf., 1.75pc
Aurora Conv. Red. Pf., 4pc
BBA 5pcPf., 1.75pc
Barnsley 6¼pcBds. 2/2/77. 3⅛pc
Beecham, 2.61p
Blyvooruitzicht Gold, 25.52257p
Brald 5pcPf., 1.75pc
British Benzol Carbonising, 0.33p
Canterbury 6¼pcBds. 2/2/77. 3⅛pc
Chemring, 0.50575p
Citicorp, 22cts.
City of Aberdeen Land Assocn., 0.525p. Do. 4pcPf. 1.4pc
Continental Illinois Corp. 58cts.
Cook (William) (Sheffield), 0.66p
Crystalate, 0.0814p. Do. 8pcPf. 2.8pc
Dalgety 4.85pcPf., 2.425pc
Dunlop Textiles 6¼pcPf., 2.1125pc
East Rand Proprietary, 5.87188p
Electric and Gen. Invs., 0.45p
Farm Feed, 0.65p
Fowler (D. and J.) Ests. Do. Pf. 1.8 cts.
Goldrei (Ch.) Foucard 0.73p
Greek 6pc Stabilisn. and Refugee 1928 (Assented with Acceptance Certs.), 3pc
Haslemere Ests., 0.9p
Hewden-Stuart Plant, 0.5p
Huntingdon and Peterborough 9¼pcStk. 1981-83. 4⅝pc
Imperial Chem. Inds. 5pcPf., 1.75pc
Industrial and Gen. Tst. Deb., 2¼pc
Johnson Matthey, 5p
Laird Deb., 3¼pc
Law Debenture Corp. 5½pcPf., 1.925pc
Leboff (S.) (Fobel) Ln., 4pc
Lincoln Corp. 1[...]pcRed. 1980, 6⅛pc
Lloyds and Scottish, 1.96615p
London City and Westcliff Props. 6pcPf., 2.1pc
Manchester 1891 3pc Stk. 1941, 1½pc
Mentmore Manufacturing, 0.75356250
Mercantile Inv. Tst. 4pcPf., 1.4pc. Do. 5pc Pf., 1.75pc. Do. Deb., 2¼pc
Monks Inv. Tst., 0.35p
Morris (Herbert) 5pcPf., 1.75pc
National Trading Pf., 2¼pc
North East Lincolnshire Water Board 6½pc Red. 82-83, 3¼pc
Oxford 7½pcRed. 1978, 3¾pc
Paradise (B.), 1.05p
Plysu, 0.442p
Port of London Authority 5½pcRed. 75-78, 2¾pc
Sangers 5½pcPf., 1.925pc. Do. 7½pcPf., 2.625pc
Scottish United Investors 5pcPf., 1.75pc
Second British Assets 4½pcPf., 1.575pc. Do. Deb., 2½pc
Shell Transport and Trdg. 7pcPf., 2.45pc
Sidroy 7½pcPf., 2.625pc
Slough Estates 4pcPf., 1.3pc. Do. Debs. 2½, 3½ and 3¾pc
Sm[...]ers, 0.8125p
Standard Tst. Deb., 2¼pc
Taunton 7pcRed. 79-80, 3½pc
Thetford 6¼pcBds. 2/2/77. 3⅛pc
Tranwood, 0.325p
Union Intnl. 10pcPf., 3.5pc
United Gas Inds., 10pcPf., 3.5pc
United States Debenture Corp. 5½pcPf., 1.925pc. Do. Deb., 2pc
Vaux Brews., 3.9p
Waite, 1.4005p
Warley 7¼pcRed. 1978 3⅝pc
Washington Inv., 0.23625p
Watson (R. Kelvin), 0.9p
West Bromwich 5½pc stk. 77-79, 2¾pc
Whitecroft, 1.77p. 5½pcPf., 1.925pc
Witan Inv., 0.75p. Do. 3½pcPf., 1.225pc

### TO-MORROW

COMPANY MEETINGS—
Kelsey Industries, Hemel Hempstead, 11

BOARD MEETINGS—
Finals:
Bond Street Fabrics. British American Tobacco. Claverhouse Invest. Tst. English and New York Tst. Glass and Metal. Pentland Inv. Tst. Wagon Finance Con. Westinghouse Brake and Signal.
Interims:
Bever Peacock. Dowty. McKay Secs. Scottish and European Textiles. Unitech.

DIVIDEND & INTEREST PAYMENTS—
Allebone, 0.35p
Anglo Transvaal Cons. Inv. Ord. and A. 14.186249p. Do. Ptg.Pf., 9.930374p
Assoc. Manganese Mines of S. Africa, 34.046996p
Beechwood Construction, 0.5p
Consolidated Murchison, 34.046996p
Continental and Ind. Tst., 1.6p
Cope Allman Intnl., 1.5525p
Eastern Transvaal Consolidated Mines, 2.83725p
Hartebeestfontein Gold Mns., 48.233245p
Preedy (Alfred), 0.416p
Pullman (R. and J.), 1.5p
Tex Abrasives, 0.65p
Tokengate Inv., 3.5p
Zandpan Gold Mining, 14.25cts.

### WEDNESDAY, FEBRUARY 4

COMPANY MEETINGS—
Gleeson (M.J.) (Contractors), North Cheam, Surrey, 12
Glenmurray Investment Trust, 8, Crosby Square, E.C., 3.50
Hanson Trust, Great Eastern Hotel, E.C., 11.30
Lombard North Central, Lombard House, Curzon Street, W., 2.30
London Scottish American Trust, 2, St. Mary Axe, E.C., 2.15

BOARD MEETINGS—
Finals:
Pratt (F.) Eng. Con. Sterling Tst.
Interims:
Hillards. Mng. Supplies. Priest (Benjamin). Stoddard. Vibroplant.

DIVIDEND & INTEREST PAYMENTS—
Baggeridge Brick, 1.900325p
Bolton 11¾pcBds. 4/2/76. £5.8745
Bradford 11¾pcBds. 4/2/76. £5.8745
Cambridge 11¾pcBds. 4/2/76. £5.8745
Gateshead 11¾pcBds. 4/2/76. £5.8745
Glasgow 11¾pcBds. 4/2/76. £5.8745
Gleeson (M.J.) (Contractors), 0.93341p
Hackney 11¾pcBds. 4/2/76. £5.8745
High Peak 11¾pcBds. 4/2/76. £5.8745
Hove 11¾pcBds. 4/2/76. £5.8745
Kelsey Inds., 1.633[...]
Knowsley 11¾pcBds. 4/2/76. £5.8745
Macclesfield 11¾pcBds. 4/2/76. £5.8745
Management Agency and Music, 3.25p
Middlesbrough 11¾pcBds. 4/2/76. £5.8745
Poole 11¾pcBds. 4/2/76. £5.8745
Reading 11¾pcBds. 4/2/76. £5.8745
Redditch 11¾pcBds. 4/2/76. £5.8745
Scottish Inv. Tst., 1.595p
Steel and Barnett Pf., 3pc
Stroud 11¾pcBds. 4/2/76. £5.8745
Sunderland 11¾pcBds. 4/2/76. £5.8745
Swale 11¾pcBds. 4/2/76. £5.8745
Thanet 11¾pcBds. 4/2/76. £5.8745
Trafford 11¾pcBds. 4/2/76. £5.8745
Warrington 11¾pcBds. 4/2/76. £5.8745
Waveney 11¾pcBds. 4/2/76. £5.8745
West Lothian 11¾pcBds. 4/2/76. £5.8745
West Yorkshire 11¾pcBds. 4/2/76. £5.8745
Wokingham 11¾pcBds. 4/2/76. £5.8745

### THURSDAY, FEBRUARY 5

COMPANY MEETINGS—
Brown (Matthew), Samlesbury, 12
[...]an Prowle, Winchester House, E.C., 11
K Shoes, Kendal, 12
Trans-Oceanic Trust, 120, Cheapside, E.C., 2.30

BOARD MEETINGS—
Finals:
Goode Durrant and Murray. Hill and Smith. Ladies Pride Outerwear. Nato NV. Rawlings Bros. Whatlings.
Interims:
Bemm Bros. Decca. Helical Bar. Kinta Kellas Rbr. Ests. Malaysia Rbr. Regional Props.

DIVIDEND & INTEREST PAYMENTS—
Alfrax Inds. Ord. and N.V. Ord., 1.1p
British Inv. Tst. Deb., 2pc
Brown Muff 6pc Prf., 2.1pc
Do. Deb., 2¼pc
Buffelsfontein Gold Mining, 75 cts.
Doornfontein Gold Mining, 17.02446p
East Driefontein Gold Mining, 25.54670p
Glenmurray Inv., 0.75p
Great Portland Estates, 1p
Kloof Gold Mining, 14.18705p
London Scottish American Tst., 2.525p
Macclesfield 12½pc Bds. 9/2/77. 6¼pc
Midland Educational, 1.375p
Salford 12½pc Bds. 9/2/77. 6¼pc
Scotcros Ln., 3pc
Scottish Northern Inv. Tst. 4¼pc Prf., 1.6625pc
South African Land and Exploration, 22.5cts
Southvaal, 5cts
Stilfontein Gold Mining, 20cts
Vaal Reefs Exploration and Mining, 100cts
West Rand Consol. Mines, 5cts
Western Deep Levels 40cts.

### FRIDAY, FEBRUARY 6

COMPANY MEETINGS—
Bishopsgate Property and General Investments, 41, Bishopsgate, E.C., 11.30
Eldridge, Pope, Dorchester, Dorset, 12.15
Flexello Castors and Wheels, West Drayton, 3
Spooner Industries, Ilkley, 11.30
Vavasseur (J. H.), 20, Aldermanbury, E.C., 12

BOARD MEETINGS—
Finals:
Beaumont Props. Blackman and Conrad. Crest Nicholson. Dew (George). Glasgow Stockholders Tst. Lebus (Harris). Scottish United Investors.
Interims:
Centreway Secs. Longton Transport. Second Alliance Tst. Steinberg.



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FINANCIAL TIMES SURVEY

Monday February 2 1976

# NATIONAL EXHIBITION CENTRE

**The official opening to-day of the £44m. National Exhibition Centre can be seen as a vote of confidence in Britain's future—one of a number of recent dreams, which unlike many others, has not been allowed to end up on the scrapheap.**

## 'ave eam ɔw a ality

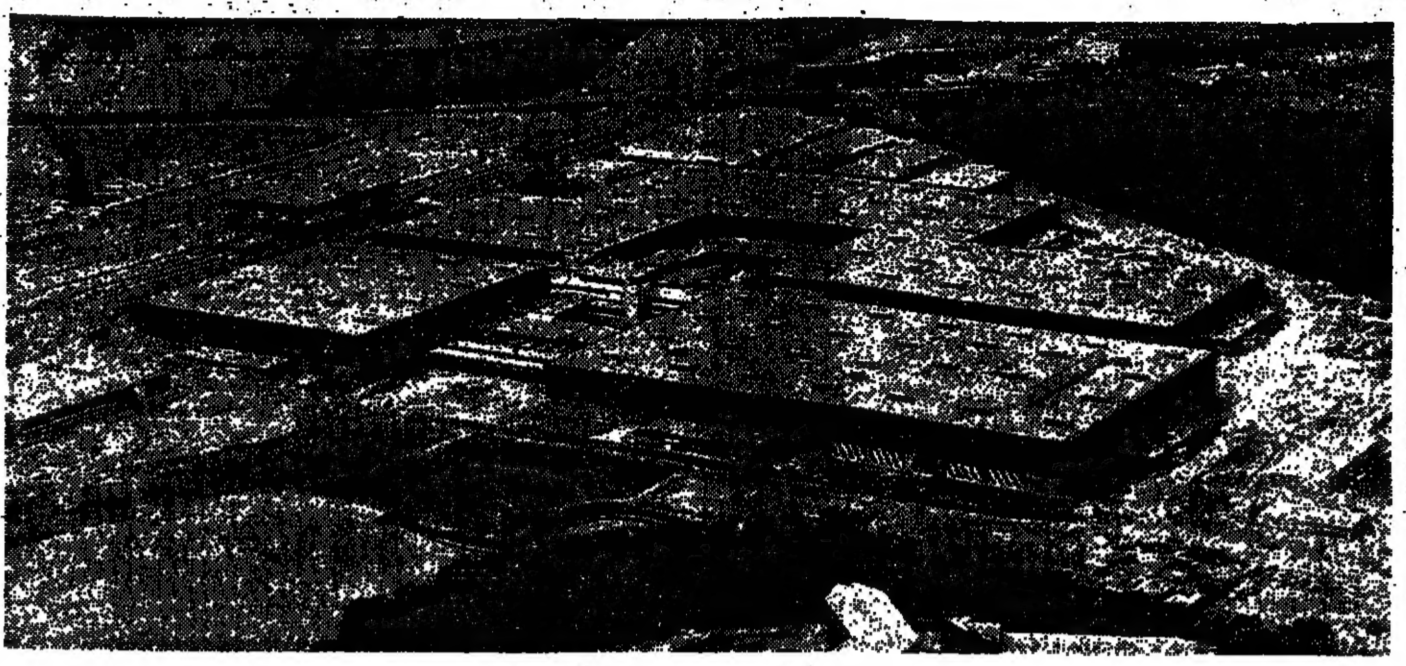
THE Queen will open a. National Exhibition near Birmingham, a ɔent which can only be refreshing vote of con- n Britain's future at a en optimism is a rare ty.

ɔhing a button to acti- 100 foot-high fountain the Centre's 16-acre lake, Her Majesty will ging to life a project any people regarded as ive but impractical and y destined to join the of other attractive but le ideas. To-day, how- : Centre is very much of reality and the task ɔating the small group ɔers who pushed the ough can now begin in

It is clearly much too start talking in terms Centre's success, there no dispute that the ɔent of the complex so 1 the broadest concept ɔetion has been a story ɔkable achievement. The which the three-year programme was com- n schedule would surely be the envy of those besieged authorities in Montreal, where their pet project continuously courts disaster and threatens to turn the world's biggest sporting extravaganza into an international fiasco.

Not since the building of the Manchester Ship Canal in the late 1800s has a local authority in this country come together with private interests to tackle such an ambitious programme of joint co-operation and few would argue that they have not worked well together.

Apart from the £1.5m. grant from the Government, a sign of official blessing which enabled the early stages of planning to go ahead, Birmingham City Corporation—now District Council—has as principal sponsor raised £25m. to meet a major part of the cost of providing the U.K. with an exhibition complex comparable to any in the world. If things go according to plan, the NEC should prove to be of incalculable value in the promotion of domestic and overseas trade and co-incidentally provide a major fillip for a region used to prosperity but now suffering badly from the recession.



*The exhibition site at Bickenhill.*

### Non-profit

National Exhibition Centre Ltd. is the management agency company formed by the Council and the Birmingham Chamber of Industry and Commerce whose task it will be to see that the complex succeeds. With four directors from each of the joint sponsors, it will be totally responsible for the management and safeguarding of the capital involved. As a non-profit distributing operation, any surplus will be ploughed back into the Centre, ensuring that it continues to provide what is required of it.

There can be little doubt that the NEC will be providing exactly what many people in the exhibition world have badly wanted in the U.K. for many years. Based on the experience of similar centres throughout the world, and learning to avoid their mistakes, the Centre will offer 1m. square feet of ultra-modern exhibition space and a range of associated facilities which few venues on the international exhibition circuit can match.

It is fitting that the exhibition which began at the NEC yesterday, the International Spring Fair, will be the largest trade show ever staged in this country, taking up the entire floorspace and accommodating over 2,000 exhibitors. Some 75,000 visitors from home and abroad are expected to attend.

While the Society of Motor Manufacturers and Traders still debates whether or not it should move the London Motor Show to the NEC, it is worth noting that if the switch was made, then Birmingham's new centre could also house the commercial vehicle show at the same time, something which until now would have been impossible.

But it is not just the size which will dictate success or failure for the project and great care has gone into ensuring that Birmingham can offer the type of integrated exhibition complex which will ensure that alternative centres have an extremely hard task on their hands in the fight for business.

The big question mark which hangs over the Centre's future, however, is not one of facilities offered or space available but one of attitudes and the breaking down of old ideas. The fact that NEC is roughly 100 miles north of London is, according to some, sufficient reason for the Centre's eventual demise, despite all the other advantages it has to offer.

It is an argument which the NEC men must be tired of hearing but which they nevertheless appreciate is a major talking point and must therefore be taken seriously. And while such arguments might well at one stage have prevented the scheme from ever getting off the ground, its operators are convinced that now the Centre is operational and available, any reservations based on location will be overcome by actual experience of the complex. Its position is certainly strengthened by the failure of London to come forward with any comparable plans and the uncertainty surrounding the future of some of its existing exhibition facilities.

The NEC also points out that 28m. people live within a 100-mile radius of Birmingham and many people will face a shorter rather than longer journey to a Midlands exhibition than to one in London. Officials are understandably rather frustrated when matters like a shortage of local nightlife have to be given as great an airing as the exhibition facilities on offer. Is a centre like Birmingham, they ask, to be regarded as a valuable promotional and trading concept or an excuse for a few days' fun?

They are not, however, foolish enough to dismiss such criticisms lightly and have armed themselves with an impressive array of statistics to show that the Midlands can offer a range and depth of entertainment facilities to satisfy most people. No one, however, is suggesting these are on par with London.

As for accommodation, the NEC says there are 14,000 hotel rooms within 20 miles and the opening of the new £6m. British Rail station on the site will provide the Centre with a direct service to London which will bridge the 100-mile gap in around 80 minutes. British Rail is to offer a £2 return fare to London to help those who feel that the capital is an essential part of any show and the Centre makes great play of the fact that the nearby motorway network can provide quick access to most parts of the country.

The NEC has undoubtedly had considerable success in overcoming the doubts of many exhibition organisers, who could stand to lose a great deal in what could fairly be described as a bit of a gamble. When the Queen visits the site to-day, she will be told that 67 exhibitions have been booked over the next two years, with some bookings stretching out to 1983. The show which she will see, the International Spring Fair, has already committed itself to appearing in Birmingham for the next five years and the Centre has no doubt that others will follow suit after their first visit.

To stage or take part in a show at the NEC—there could be five or six running at any one time—will in most cases be more expensive than at previous venues. While it is up to the individual show organiser to set rentals for its own exhibitions, the NEC itself is pitching its own hire rates to organisers at a level which obviously reflects the standard of facilities available.

Although they are keeping their cards close to their chests, officials admit that NEC charges will be higher than organisers have been used to, but they claim that these remain reasonable and are entirely justified by the Centre's amenities. So far at least, the higher rates do not appear to have dampened the enthusiasm of many organisers, although their exhibition experiences will dictate whether or not they are prepared to repeat the exercise.

### People

But while the Centre still has to prove itself to the exhibition world it has already received the unequivocal seal of approval from at least one direction, the people of Birmingham and surrounding areas. Their imaginations have clearly been fired by the NEC and on its only "open" weekend before opening, an estimated 250,000 people flooded into the complex to take a critical look round, against the 60,000 who had been expected.

So while many have yet to be convinced that the provinces can achieve what has proved beyond the resources of the capital, the local people have made their position clear. The NEC will be hoping that their enthusiasm eventually embraces everyone.

**Michael Cassell**

*The central piazza which forms the main entrance.*

# The impact on the region

THE ARRIVAL and opening of the National Exhibition Centre will not only provide the U.K. with a standard and range of exhibition facilities which are long overdue but should also have far-reaching repercussions throughout the Midlands area itself.

The extent to which the new centre will affect life in the region cannot yet be fully quantified but it is already clear that the "spin-off" will affect many areas of business activity in the Midlands and help boost the area's position as the U.K.'s major industrial centre.

All services connected with the movement of people and goods, such as financial, insurance and factoring services, freight and road haulage, business and travel agencies should benefit.

Early estimates suggest that something of the order of £2m. a day will be drawn into the region and spent as a direct result of the Centre's activities. The NEC itself will provide whole-time employment for 1,500 people, while contracting companies responsible for mounting exhibition displays will employ a workforce of around 2,500. While such numbers will have limited impact on the region's unemployment position, where the situation is now more worrying than for many years, the centre does nevertheless represent a new and hopefully expanding source of labour in the years to come.

Investment, too, in the shape of office blocks for new companies moving in near the centre, as well as warehousing space to complement that on the site itself, will provide another boost. There will also be substantial investment in other ancillary activities, such as hotels, restaurants, night clubs and tourism.

## Sales

As Mr. Robert Booth, chairman of the NEC says: "There is no doubt that service industries in Birmingham—spreading out as far as improved sales in the shops, for example—all adds up to more prosperity for the region at a time when it desperately needs an injection of this sort."

Something like 4m. people a year are expected to visit the centre annually and the need to provide the range of services and entertainment to meet their requirements is a challenge which has already been taken up in a major way.

According to the NEC, there are already 130 hotels located within 20 miles of the site, together with a wide variety of entertainment facilities, and the development of these industries is expected to expand as the centre becomes established. Two new hotels have been built on the site itself, providing 700 rooms between them, and hotel development throughout the region will be carried out with an eye on the new source of business at Bickenhill. The NEC claimed on the eve of the opening that no hotel rooms were available nearer than Leicester, and while this may say something for the pull of the first exhibition, it clearly means that more accommodation will be necessary.

Mr. Booth adds: "It is interesting to see just how Birmingham is rising to the challenge, which is to have a European international city, apart from being Britain's largest provincial city. The response of those who live and work here has been of interest, concern and keenness to help.

"The way in which investment has come through, whether a new restaurant, hotel or one of a range facilities, is all he change the atmosp Birmingham to bec exciting place to spe days.

"The response is and it is stimulating to the city council, the community and the Birmingham have this great new eve imagination of the people has been caug fact that they will be visitors of all nationa a period of time."

Certainly, the close with overseas buyers self be a direct stimu region's already s export business. Anot will undoubtedly development of c centres and the pro specialised clerical, du public relations and tr facilities, as well as services and telecor tions.

## Stimulus

The development of t will also prove a s stimulus for the reg ready efficient commu network. The new Bri station now open along 310 acre site—known ingham International— vide a gateway for an e 35 per cent. of all NEC and half-hourly servic been introduced on t Birmingham-Euston move which will be of to the region as a wh not just the National Ex Centre. Local services to be expanded.

The presence of the N maintain the continum sure for further develop the nearby Birmingham where plans for a new terminal have been thw far because of public e ture costs. The NEC, potential attraction for b visitors from thr Europe, seems certain to that plans for the airport sion will continue regarded as essential future prosperity of the and, therefore, an im development when the becomes available.

One admitted problem terms of communications lack of suitable road links with the East Coast, could become a landing a equipment coming in for tions from overseas. The Coast link is really the chink in the NEC's comm tions armour but improve on the road to and fro Suffolk ports should bel

The scope for exp created in many di sectors by the arrival NEC is clearly enormou far, some of the challeng been met but it is reas to expect that other peopl money to invest in ind and services which may b from the Centre are wai little longer to see whet growing financial comm in the region will be jus

**Michael Ca**

# Simplicity is the keynote

THOSE WHO are familiar with two of London's best known exhibition halls, Earls Court and Olympia, may like to know that the new National Exhibition Centre at Bickenhill, near Birmingham, is as big as both together. It is also much more convenient for both exhibitors and visitors as, indeed, it ought to be considering it was raised from a virgin site as large as Hyde Park.

The keynote of the complex is simplicity, in order not to distract from its main purpose. The five big halls and one smaller one, which together provide 1m. square feet of covered space, radiate from a central piazza where the main services are to be found. These include the NEC's accommodation bureau, the Press Centre and government services office, as well as financial and business news supplied through the Stock Exchange display.

While the architects and consulting engineers had unusual freedom to carry out their overall programmes, there were some very real constrictions, such as the height of the buildings because of the nearness of the airport. And how did one air-condition such very large exhibition halls? The system eventually selected is one of the most advanced in Europe, comprising more than 100 specially-designed roof-level units—each independently controlled and weighing 5 tons. Each has a capacity of 35 tons of refrigeration, and one ton is equivalent to the cooling effect of a ton of ice melting within 24 hours.

The problem of dealing with the very rapid run off of rainwater, during a storm for instance, from the 27 acres of roofs, roads, and car parks was effectively solved by creating an artificial lake as a balancer. It also frames the adjoining Metropole Hotel with its sister building, and doubles as a boating and sailing amenity.

## Minimum

Because the buildings were designed to last a long time with minimum maintenance a "beam-and-post" type of structure rather than an arch or hanging form was devised. To provide the maximum column-free areas of space a 100-foot grid in each direction was adopted, with a 200-foot square column-free area in Hall 5, which has a special high level area. Concrete panels form the first 18 feet of the wall section, and steel sections hung from the roof trusses at the perimeter of the buildings support profiled steel cladding. All wall panels can be removed, and additionally each hall has specially designed lightweight removable panels to enable an exhibition to be extended outside so that those in halls 1 and 5, for instance, could look directly over to the lake. Walkway tunnels every 20 feet or so accommodate services such as electricity, gas, compressed air, waste disposal and phones. Extra large doors in the sides of the halls enable the largest lorry to drive in to load or unload exhibits and leave through the other side.

One of the principal requirements of the exhibition complex was to build it so that three or even more exhibitions could use the facilities simultaneously without tripping over one another. This is why the halls radiate from a central piazza and in their way repeat the pattern of the road systems. The site, which was poor farming land, has been landscaped to considerable advantage. Some 100,000 trees and shrubs have been planted around the 16-acre lake to soften the harshness of 176 acres of tarmac roads and vehicle parks. To serve the needs of an ever-changing community a 750,000 gallon underground reservoir has been provided, sufficient, one would judge, to slake the thirst and minister to all other needs of even the largest exhibition on the hottest summer day.

There are, of course, excellent eating-out facilities within a few miles of the NEC, in Birmingham, Coventry, Stratford-upon-Avon, Broadway — where the Lygon Arms is familiar to many overseas visitors — besides numerous country pubs where one can get a traditional duck supper or ploughman's lunch.

Those who decide to eat within the NEC won't do so badly either. The catering facilities have cost £2.5m. and as many as 2,500 staff are likely to be needed when all ten restaurants and 12 purpose-buil

CONTINUED ON PAGE IV





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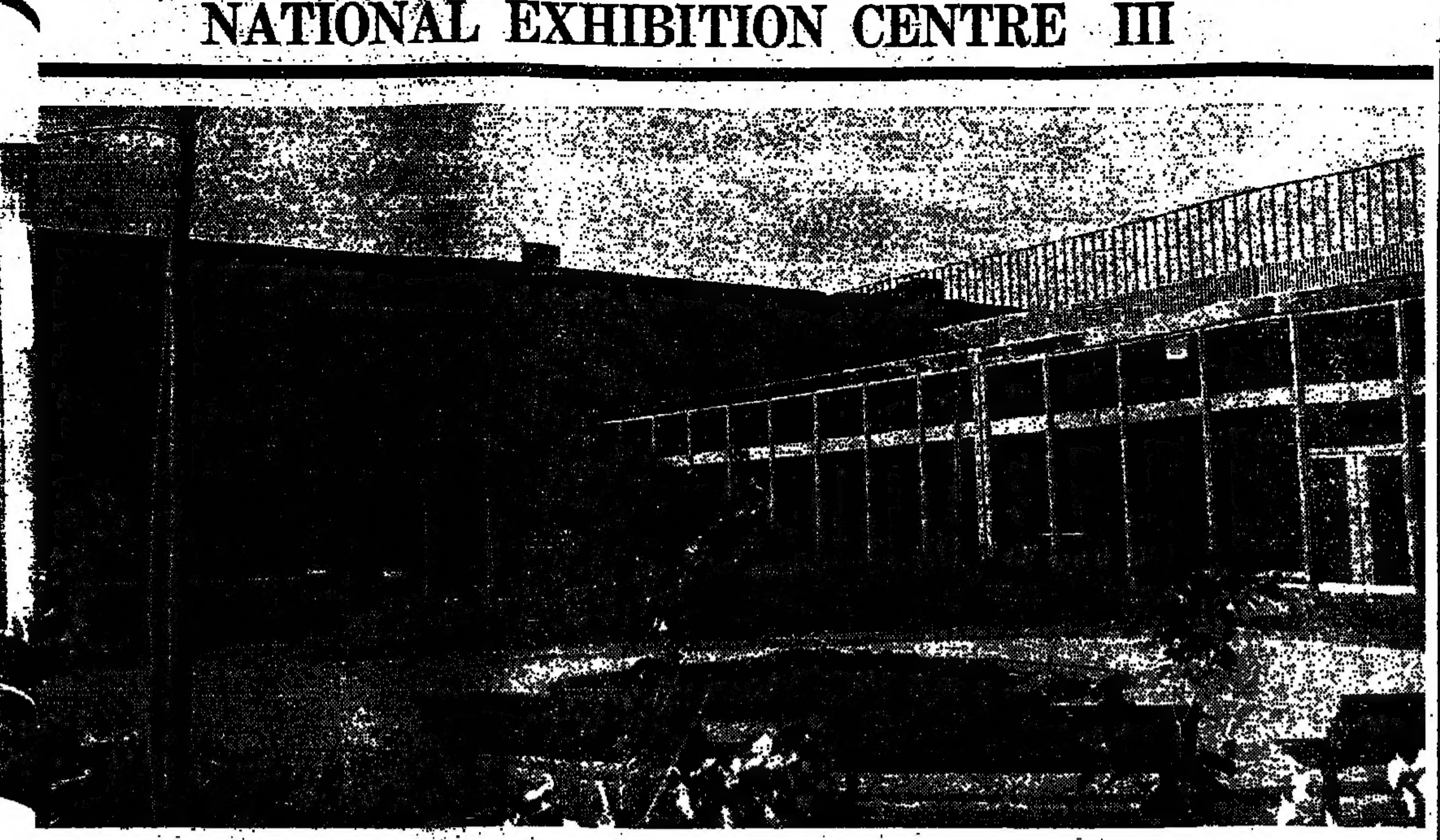
# NATIONAL EXHIBITION CENTRE III



*One of the gardens at the NEC where visitors can relax.*

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# Selling the show

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entre was fortunate in ubstantial part of the under way before in- ok a hold of building the whole project was with a labour relations f which all those in- e justifiably proud.

hile few would under- the achievement in- in establishing for an exhibition centre f ranking alongside any ut the world, it is only t the real success of C can begin to be

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er or not any con- y rates being charged early years are being ssed on to exhibitors, remains uncertain and likely that they will up paying more to n Birmingham than at re usual venues.

ttitude of both exhibi- exhibition organisers irmingham venture can summed up by the of those involved in ne of the biggest shows U.K., the Public Works n, which is to be held EC in 1977.

300 exhibitors recently he complex to take a what it had to offer and ne away with the usual of praise for the facili- with some doubts about or not their Exhibition could work away from London. Exhibitors face rental charges estimated to be twice as high as those at Olympia last year but it was not even this factor which apparently gave rise to their reservations.

*The recent "open week-end" preview which attracted 250,000 people.*

## Fear

The fear is quite simply whether or not sufficient numbers of people will make the trip to the NEC to make the show a success. The major worry once more is that, with the backdrop of London taken away, visitors might not turn up, although the NEC for its part is fairly confident that if the show is on in Birmingham then interested parties will have no choice but to attend.

The Secretary of the Contractors' Plant Association summed up his attitude towards the Birmingham move as one of "mixed feelings" and only after next November will it become clear whether or not his reservations were misplaced. His position must reflect the feelings of many.

The NEC, however, inspired by the smooth progress of the construction programme, remains quietly confident about prospects and although it is not saying anything on the subject it is thought to be envisaging a return on its money by the end of the second full year of operation.

In the meantime, the list of exhibitions which are prepared to try the complex out grows longer. Apart from this week's show, the largest ever staged in this country, many other major events are booked for the inaugural year. The International Spring Fair will be followed by Furnex, the furniture production exhibition, and a few weeks later comes HEVAC 76, the international heating, ventilating and air conditioning show. Only August is free of exhibitions, the traditional month of rest for the industry.

Two major public oriented exhibitions will be staged this year. In May, the first ever Sound and Vision show will run for four days and this will be followed in October by a greatly expanded Birmingham International Ideal Home Exhibition.

In many ways, a major part of promoting the NEC is now behind its managers, who will now be content to leave much of the selling game to the individual exhibition organisers. The NEC does, however, have its own promotional staff and it will be concentrating a great deal of its energies in getting the centre known throughout the rest of Europe and beyond.

At this week's first show, there are exhibitors from nine countries, as well as the U.K., and the plan is to achieve a substantial increase in foreign participation over the next few years. The ultimate goal is to stage entirely foreign exhibitions at the NEC, something which has so far been almost totally impossible because of the lack of facilities.

The U.K. has invariably missed the opportunity of staging some of the biggest European circuit shows because of its failure to provide exhibition amenities on a par with those on the Continent. Now they have arrived, the NEC will this year be making a big sales push in Europe to see if it can at long last attract shows which have in the past preferred to stay away.

In all the talk about Birmingham's brave new venture, however, it cannot be forgotten that London—in the shape of Earls Court and Olympia—will continue to provide its own exhibition space, though few could claim the facilities can rival those of the NEC.

But while the operators of London's two major show complexes would have to admit that the NEC beats them on the provision of amenities, they still regard its location as a major minus point.

They are not particularly impressed by the number or size of shows initially opting for Birmingham, bearing in mind the NEC's need to fill the centre in its early stages, and feel quite simply that the businessman regards London and what it has to offer as an integral part of any exhibition. For all the arguments about how easy the NEC will be to get to from any part of the country, their philosophy is straightforward: "London remains London."

## Journey

They also point out that, despite the efforts of the NEC to draw a 100 miles ring around itself and claim it can draw 28m. people from within that area, London's exhibition facilities can easily draw on many millions whose journey to a show can prove much simpler than may be the case in Birmingham.

But the London exhibition men are in no sense waging a war of propaganda against the NEC and, indeed, point out that there may well be room for both Birmingham and London in the exhibition industry. They emphasise that if the NEC is successful in drawing a substantial volume of business from overseas—one of the original concepts—then the whole of the U.K. exhibition world could benefit as a result.

But regardless of how the NEC fares they are confident that there will be a continuing need for exhibitions to be staged in the country's capital city, although Olympia may well tend to become more of a trade centre for more permanent shows while Earls Court takes the big events.

They did not expect that Birmingham would do anything but beat a very big drum to tell the world of its achievements and while, at the end of the day, their attitudes towards the NEC must be dictated by their own financial considerations, they share the feelings of many others in recognising the magnitude of Birmingham's achievement to date, something which London with all its resources was unable to manage.

M.C.

# Transport services well organised

THE REAL advantages of establishing the National Exhibition Centre at the crossroads of England and admirably served by rail and air, have only begun to be properly appreciated with the completion of the £44m. project. A site with equal advantages—it is about as large as Hyde Park—near London, however much preferred, would have been difficult and probably impossible to find.

The construction gave some idea of the immensity and complexity of the project. The finished article, with its five great halls and one lesser one radiating from a central piazza, and the adjoining hotel-cum-conference centre by a lake (that doubles as a storm water reservoir) makes even more apparent the natural advantages of the site. The NEC provides an exciting example on the grand scale of how Birmingham's place at the centre of a new motorway system can generate new developments. Gravelly Hill, just north of the centre — better known as "Spaghetti Junction" — where the M1, M5 and M6 converge is only a few miles on a direct link from the Exhibition Centre. The M1 link to the M6 further west passes the site to the north and connects directly to it, while dual carriageways feed into two other sides. An 11-mile stretch of the planned M42 from Birmingham to Nottingham will provide another quick and easy way to and from the NEC from the Stratford-on-Avon Birmingham trunk road at Monkspath to Coleshill, to the north east. Four special intersections have also been built to minimise delays in getting to the NEC's four car parks, where there are spaces for 15,000 cars and 200 buses. The intersections also provide links with the A45 (Birmingham-Coventry), A446 (Coleshill-Lichfield) and A452 (to Leamington and Warwick). The ability of the road system and the NEC organisation to deal with very big crowds was fully tested on a recent weekend when more than 250,000 people attended a preview. Very few exhibitions will be open to the public, but nevertheless the very first one promises to test the facilities and services, and there will be occasions when three sizeable shows will be running simultaneously. The opening giftware and hardware show has attracted more than 2,000 exhibitors, and reckoning an average of three people on each stand some 6,000 people, plus perhaps ten times as many more who will be coming to see and buy, will put quite an initial strain on all sections.

For people living within a 100-mile radius of the NEC it will be within two and a half hours' motorway driving. But when one considers the problems of those bringing in heavy plant or other awkward loads from the Continent via the East Anglian Haven ports of Harwich, Ipswich and Felixstowe the picture is much less bright. In the early days the lack of first-rate roads is not likely to prove much of an embarrassment, but when it gets into its full swing it is likely to provoke much the same caustic reaction as now comes in increasing volume from Midlands manufacturers and exporters. Through the Confederation of British Industry, the Chamber of Industry and the Midlands Road Development group they have been campaigning, so far unsuccessfully for a top grade motorway (M45) to East Anglia.

## Bridge

No one, however, can grumble about the rail services being provided. British Rail have built a £6m. station, Birmingham International, alongside the NEC to which it is linked by a covered bridge. The station is 80 minutes from Euston by the fastest trains and week-day services from London will, during peak morning hours, be at half-hourly intervals, reverting to hourly and again increasing in frequency in the afternoon to half-hourly to London. There will be frequent local services into and out of New Street, Birmingham, which is only ten minutes away in travelling time. The station when fully completed will have five 1,000ft platforms to take 13-coach trains, with provision for two more. All are capable of being extended to take 16-coach trains. The West Midlands Passenger Transport Executive is integrating the station into local services, besides providing services between the adjacent Elmdon Airport and the NEC.

The conjunction of air, rail and road services makes the NEC unique as an exhibition centre, but it would be very much more satisfactory if the airport could be linked directly, like the railway station, with the NEC. This has been planned for a long time, but the future of regional airports has not yet been decided, although it looks very much as though Elmdon will be listed for major development. So far it has kept pace with developments in piecemeal fashion by extending the terminal handling and other facilities. Recently £250,000 was spent on extra facilities to bring the potential capacity of the airport up to 1.8m. passengers a year.

To cope successfully with the longer term future, and particularly the extra business that will be generated by the NEC, the terminal needs to be re-sited near the Exhibition Centre. This, together with associated facilities, is likely to cost about £30m. Redevelopment of Elmdon has the support of British Airways and other operators and it is hoped a decision to go ahead will be given in the near future. Existing scheduled services include those with Amsterdam, Frankfurt, Dusseldorf, Paris and Brussels, where services in connection with the opening exhibition at the NEC are fully booked. Domestic scheduled services connect with Ireland, Scotland, the north and south of England as well as linking with London's Heathrow Airport. These services will be reinforced if necessary should the demand for seats rise more rapidly than anticipated. No doubt the new duty free shop at the terminal will help to offset any complaints about congestion, particularly at holiday time, but visitors may be somewhat surprised to learn that they will have to take a mile-long bus or taxi ride to the NEC, although it is just across the railway line that forms one boundary of the airport.

No such criticism can be levelled against the communications within the NEC complex. Those operated by the NEC and government departments are to be found in the central piazza, where the Stock Exchange is erecting a five-sided stand incorporating teleprinters and videoscan displays to provide a full international service of financial news. Multi-lingual transcripts will explain the Stock Exchange's role in the world. To provide the services it has joined with two other leaders in the communications field—The Exchange Telegraph and Reuters.

The business visitor or exhibitor will find a range of services to hand from banking and insurance to transport and exports advice, while journalists and other members of the what is loosely called "the media" have at their disposal a Press Centre which is expected to grow into a fully-fledged interview and TV centre. The business side is also extensively catered for by government services at a centre in the piazza staffed by Central Office of Information. This will feature the work also of such government agencies as the British Overseas Trade Board and the Export Credits Guarantee Department. This is in addition to the CoI's main activities of publicising NEC events in more than 100 countries. Each of the five main exhibition halls also has facilities for a Press and TV centre if the organisers wish to use them.

One of the services that has already been under considerable pressure is the NEC's "bed bureau." Although the number of hotel beds in a 20-mile radius has more than doubled in the past five years to 14,000, accommodation for those working at or visiting the opening exhibition is having to be sought as far away as Leicester and Northampton, while the list of more than 1,000 bed and breakfast places at private houses has almost been used up.

**Peter Cartwright**

*The main entrance hall through which 4m. people a year are expected to pass.*





# Keynote

CONTINUED FROM PAGE 8

suites are being used. The catering team envisages serving more than 25,000 meals a day during large-scale exhibitions, and as far as possible the food will suit the tastes of a variety of nationalities. The restaurant units contain either a 200-seat self-service restaurant or a 120-seat waitress service grill room and are managed by the City of Birmingham Catering Department.

Those intending to visit an exhibition will like to know that all restaurants within occupied halls will be open during exhibition hours, and exhibitors can call on additional snack facilities when the occasion demands. More liquid nourishment is provided by a central off-licence in the piazza. The first floor of the central administrative building embraces a large restaurant and cocktail bar with views across the lake, and there is an exhibitors' club on the second floor with an *à la carte* menu for up to 350 people. Membership of the club is valid for the duration of an exhibition. Exhibition organisers also have the exclusive use, if they wish, of a small dining room—it holds only two dozen people—on the top floor of the administrative building.

## Equipped

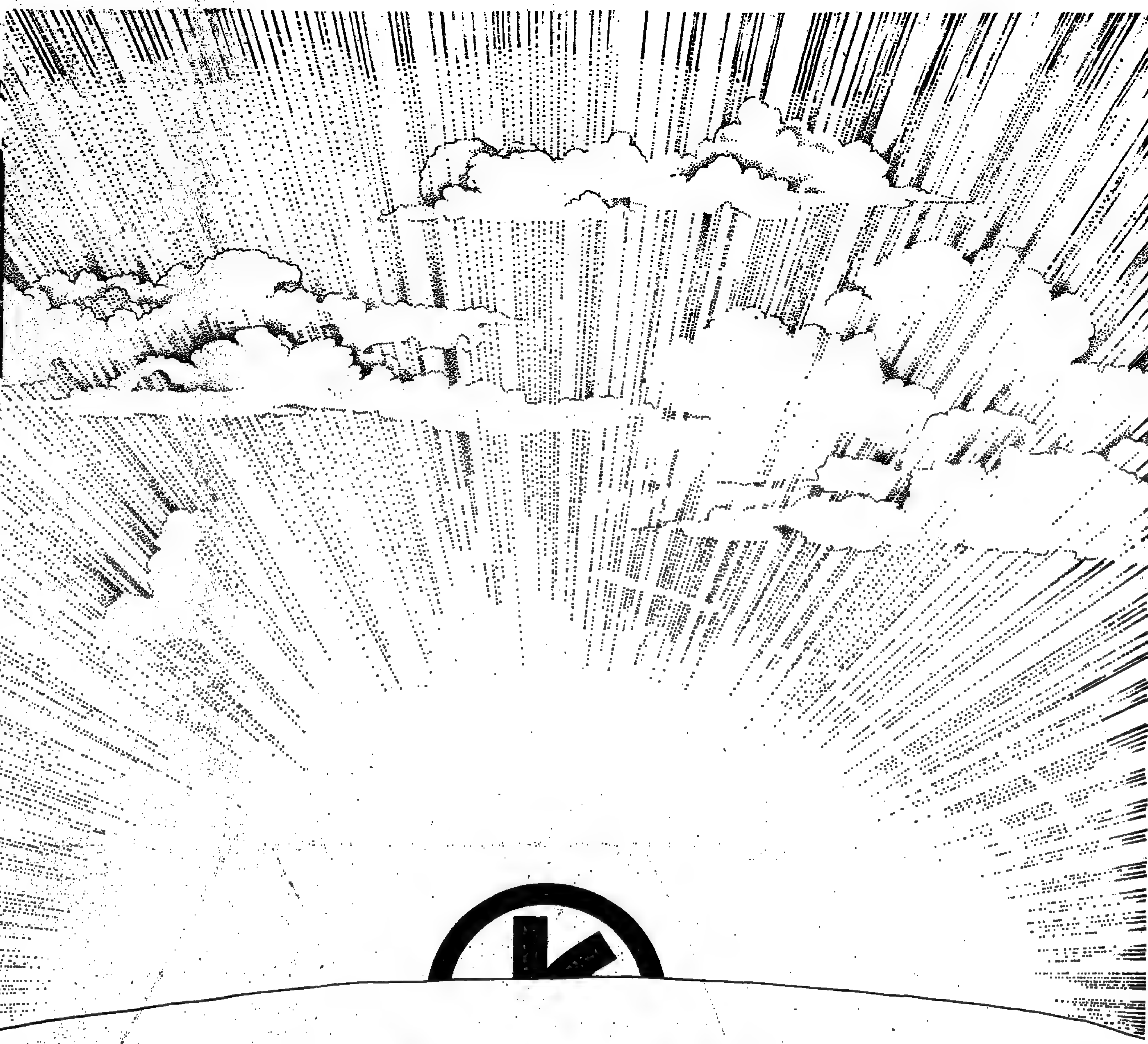
Adjoining the National Exhibition Centre is the Birmingham Metropole, a first-class hotel with 500 twin-bedded rooms, all air-conditioned and equipped with bathrooms and showers, television, telephone and electronic message system. One of the hotel's important functions is the provision of the latest conference amenities, installed only after a study of other major conference centres in the world.

Conferences of up to 1,000 delegates can be accommodated in air-conditioned rooms, and organisers can call on a wide range of aids including multi-lingual, simultaneous translation, recording and audio-visual equipment. The main grill room is suspended over the lake and provides a nice contrast to the bustle of the nearby exhibition halls, while for leisure moments there is the choice of a discotheque, cinema, sauna and swimming baths, and a variety of games from squash to snooker. Adjoining the Metropole is a smaller commercial hotel with some 250 single bedrooms, each with a bathroom, intended for exhibition organising staff, salesmen and others working on the site.

Estimates of the number of people who will visit the NEC in the course of a year vary, but is expected to be 3-4m. While many of them will only be coming from London and returning after a short visit, probably eating on the train, the average daily injection into the NEC and regional economy will, it is anticipated, not be less than £1m. a day, including all items such as freight, insurance and other services as well as accommodation and meals. When the Spring Trade Fair of the giftware and hardware industries was held at Blackpool it was attended by around 35,000 people over its ten days, and they are estimated to have spent about £1m. a day. This time the fair will be attracting about 100,000 people to the NEC, some of whom will no doubt be visiting tourist centres like Warwick and Kenilworth Castles, Stratford-upon-Avon and Coughton Court. This potential has been kept very much in mind by the West Midlands County Council, the Birmingham District Council, the English Tourist Board and the Heart of England Tourist Board, which are co-ordinating their interests to promote the attractions of the region, not least by providing an on-the-spot booking service for major arts and entertainments and sports events. This will remain open throughout the year in the central piazza. The first major new growth point in the economy of the conurbation stretching from Coventry to Wolverhampton, the NEC has every prospect of taking its place alongside more senior international exhibition centres in Europe and beyond. As a token of this the NEC is already displaying a plaque awarded by the Institute of Marketing for "an outstanding marketing achievement, planning and realisation."

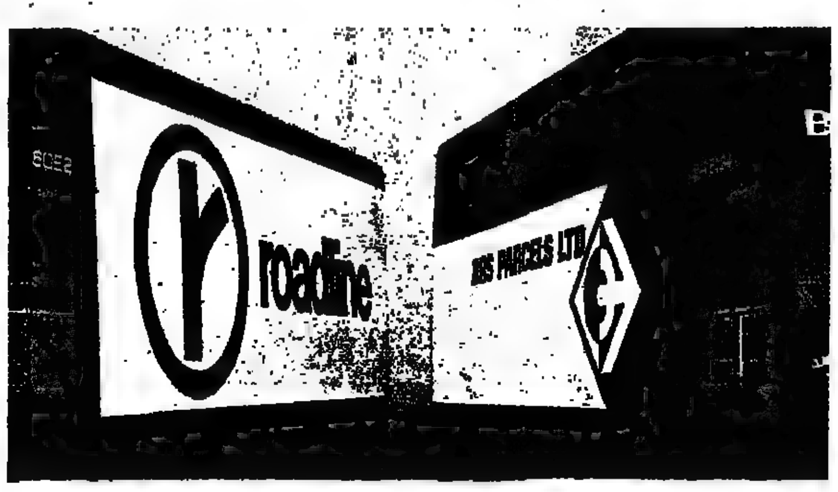
**P.C.**





# The new face of distribution

Last week we were BRS Parcels Ltd. Now we are Roadline. Why the change of name? We exist in a modern industry of changing patterns and accelerating demands. As BRS Parcels, we have been developing our services and resources to match the tempo of the times. We have been introducing new services to match new needs. But our name has not kept up—and it has been confused with others. So now we are Roadline.




The future of Roadline is the future of distribution. The patterns for that are already emerging. For instance, last year saw the introduction of Relay Express, to solve the problem of final deliveries. Roadline will build on the success of that service. It is just one development amongst many.

New services will come as new demands come. Vital existing services will stay, and Roadline will develop them still further. As needs change, so Roadline will change. The new face of distribution is an ever changing face.

Roadline. A national distribution service, from beginning to end. Our branches are shown below. Ring Roadline.

**roadline**

NGLAND AVON Bristol Tel 777691 · BEDFORDSHIRE Luton Tel 21691 · Bedford Tel 58311 · BERKSHIRE Reading Tel 53404 · Slough Tel 20583 · BUCKINGHAMSHIRE High Wycombe Tel 33131 · CAMBRIDGESHIRE Cambridge Tel 47918 · CLEVELAND Middlesbrough Tel 47448
CORNWALL Perranporth Tel 2008 · CUMBRIA Carlisle Tel 25361 · DERBYSHIRE Derby Tel 49055 · DEVON Exeter Tel 71224 · Plymouth Tel 339324 · DORSET Bournemouth Tel 36215 · EAST SUSSEX Brighton Tel 772353 · Eastbourne Tel 24506 · ESSEX Chelmsford Tel 54734
uthend-on-Sea Tel 67100 · GLOUCESTERSHIRE Gloucester Tel 22172 · GREATER LONDON Acton Tel 01-992 3237 · Bermondsey Tel 01-237 3555 · City Tel 01-253 7677 · Croydon Tel 01-689 0544 · London Airport Tel 01-759 1674 · Muswell Hill Tel 01-883 6460 · Shipping Tel 01-253 7677
Stratford Tel 01-534 4071 · Surbiton Tel 01-399 5831 · Tottenham Tel 01-808 4962 · GREATER MANCHESTER Manchester Tel 061-865 8644 · HAMPSHIRE Basingstoke Tel 25071 · Portsmouth Tel Cosham 76885 · Southampton Tel Eastleigh 2321
HEREFORD & WORCESTERSHIRE Droitwich Tel 3791 · Hereford Tel 69210 · HUMBERSIDE Hull Tel 75121 · KENT Canterbury Tel 66351 · Chatham Tel Medway 722422 · Dartford Tel 72731 · Tunbridge Wells Tel 20022 · LANCASHIRE Burnley Tel 27121 · Preston Tel 51551
LEICESTERSHIRE Leicester Tel 23291 · LINCOLNSHIRE Boston Tel 5511 · Lincoln Tel 20352 · MERSEYSIDE Liverpool Tel 051-263 5481 · NORFOLK King's Lynn Tel 2284 · Norwich Tel 49201 · NORTHAMPTONSHIRE Northampton Tel 51401 · Wellingborough Tel 224321
NORTH YORKSHIRE York Tel 25511 · NOTTINGHAMSHIRE Nottingham Tel 77831 · OXFORDSHIRE Oxford Tel 43453 · SOMERSET Bridgwater Tel 4176 · SOUTH YORKSHIRE Sheffield Tel 344271 · STAFFORDSHIRE Stoke-on-Trent Tel 47538 · SUFFOLK Ipswich Tel 52203
TYNE & WEAR Newcastle Tel Low Fell 872521 · WEST MIDLANDS Birmingham Tel 021-327 0151 · Coventry Tel 302120 · Wolverhampton Tel Willenhall 65461 · WEST YORKSHIRE Bradford Tel 679441 · Leeds Tel 35295 · WILTSHIRE Swindon Tel 21381
D Aberdeen Tel 21301 · Dundee Tel 40431 · Earlston Tel 293 · Edinburgh Tel 031-669 1351 · Glasgow Tel 041-429 2171 · Kirkcaldy Tel 3144 · WALES Cardiff Tel 21662 · Carmarthen Tel 7541 · Colwyn Bay Tel 44311 · Newport Tel 62981 · Swansea Tel Skewen 812166 · Welshpool Tel 3101

## The Office World

# The way to better staff morale

BY ROY LEVINE

ONE OF the major problems in offices to-day is low staff morale. With accelerating unemployment even in the white collar sector (normally regarded as "safe" employment) and little opportunity for better pay or promotion, it is not surprising that many corporate doctors are reporting a large increase in the number of sick cases they are treating—always a sign of stress. This poses the threat of an even higher rate of heart disease, an illness which kills one out of every three British directors before they reach 65 years.

"The current recession—the worst since the 1930's—has caused people to compare the state of the nation with the last war. But the effect on morale is completely different, for very good reason.

"According to Dr. Malcolm Curruthers, a heart specialist at St. Mary's Hospital in London, there was a levelling off in the heart attack rate during and immediately after the Second World War because people were able to redirect their stress feelings outwards and because there was also a drop in the amount of food we consumed.

"To-day's economic crisis is more like a civil war. We cannot take our hostility outside the office. So instead of reducing tension, aggresssion is bottled up—we are frying in our own fat," he warns.

This has an unsettling effect on the way that people work. As another medical expert puts it, "Chronic anxiety about one's future or one's ability to beat inflation can lead to intense politicking and heightened competition in the office. Moreover, because the brain cannot work under stress, people are not working up to capacity. The pressures of surviving are not quite as pleasant to cope with as the pressures of success."

The best actions management can take to alleviate the pressures are to keep staff informed about the progress of the organisation, encourage them to keep physically fit, and to re-assess office perks.

There is a growing list of companies that prepare special annual reports for employees describing how the turnover and profits figures are made up and where the money goes. This trend is encouraging and there is no reason why companies should not extend the exercise to a half-yearly or quarterly basis during a deep recession.

A new dimension of this exercise and one which could have a direct impact on staff morale has been started by Gillette Industries which has prepared a personal annual benefits statement for all of its 4,000 employees. This describes current benefits like sickness or accident pay, holidays and medical care; future benefits like retirement pay; and then details what it costs the company. At a time of pay restraint this can have a harmonising effect on staff.

A similar exercise has been undertaken by IBM. But instead of detailing company benefits for each of the 13,000 U.K. employees, the company tells staff about the overall package. The IBM "benefits package" together with comparisons with other (unnamed) companies is shown to staff through TV terminals at each branch office.

IBM started the exercise about a year ago with a message from the managing director, Mr. Eddie Nixon, who addressed his staff through the screen about the progress of the company and the specific problems it was facing. "It boosted morale because few people actually come face to face with top management," noted one employee.

This is perhaps a more immediate way of communicating with employees and is used to describe what happened at some departmental meetings as well as for training.

Olivetti, one of IBM's competitors, has been using videotapes for selling—customers are invited to a branch office to see a TV film of an Olivetti product. In some cases the TV set is taken into customers offices. "It has been a great boost to salesmen and the cost is under £1 a showing," says David Maroni, in charge of External Relations.

### Good news

Perhaps more important, Olivetti has started an experiment of using the medium to communicate with staff, like IBM. "We now have a video journal in all our branches and can communicate good news within 48 hours. The first film was an introduction by the managing director and that was followed by a series of success stories by salesmen," says Mr. Maroni.

If the TV medium is better than the printed journal, it still falls short of actually meeting the staff. Most employees want to hear the truth about their company in an eye-ball-to-eye-ball meeting with top management.

One symptom of low staff morale is the increase in the number of patients a corporate doctor sees on the premises.

This was the attitude taken by Mr. John Lindesay-Bethune, managing director of J. Walter Thompson, the U.K.'s biggest advertising agency which last year trimmed its staff from 770 to 635. "I talked to every department in groups of 40 to 50 people and gave them a 'State of the Nation' address. At a time when many employees were debating what kind of future the advertising business had, I told them JWT had to improve its professional skills."

He also set up two study groups to get ideas about how to make the company as attractive as possible for recruitment—good psychology at a time when the staff had just had its final trimming. Some of the ideas that have been adopted include company loans for travel season tickets, experiments in flexitime in the accounts department, better chairs for all staff and a bicycle rack! To some, these might seem petty, but the exercise did bring the staff together.

Another ploy used at JWT was to reorganise the departments. Clearer job definition was given to the product and control department (where staff turnover had been high), paperwork was taken away from the buyers and the operations room was given the intricate task of tracking jobs.

"These reorganisations would have taken place anyway—but I made them more extreme. When they were completed, I told them we were in excellent shape for 1976—which is true for a variety of reasons," says John Lindesay-Bethune.

This "morale massage" can be crucial especially for media and sales staff that often have a basic need to be bolstered. Of course, it has its merit in industry, too.

When Avon Rubber lost its managing director and financial director in the middle of last year on top of heavy half-year losses, the new chief executive, Mr. Peter Fisher, talked to staff at all levels from management to the shop floor explaining at each factory what had to be done to get the company right, even though the redundancy programme involving nearly 1,000 people was not completed. In an extreme situation the truth was appreciated.

### Brutal facts

This is not always an easy exercise for management. There was no attempt to bolster morale when the Birmingham rubber factory was closed down. "We just had to tell employees the brutal commercial facts of life," says Peter Fisher. When the redundancy programme was finished in September, Mr. Fisher did the rounds again explaining that no more people would be laid off.

He went round for a third time last month, informing employees how they had performed against targets set six months previously. All through the difficult period there were weekly reports at local plants. "People are more interested in how their own local plant is doing," he notes.

At the AGM last Monday, the chairman stated it was now trading profitably. "There was almost a physical sigh of relief," he recalls. When the shares shot up 16p to 65p on the news, morale was boosted further especially for some of the older employees who had bought shares in the dark days of last September

Mr. Fisher agrees that the impact would have been very much greater if an employee share scheme had been operating.

When the position in a company gets really extreme, even more personal measures can be taken. One of the rituals that helped Burmah Oil alleviate low staff morale when it was rescued by the Bank of England last year was it annual appraisal scheme for all employees.

Each person was able to discuss in private the impact on his own job and the kind of prospects that lay ahead. This kind of exercise can be even more helpful if employees are allowed to give an impression of their bosses, a process that could help defuse tensions.

In a situation as tentative as Burmah's one of the few things management can do apart from keeping employees fully informed is to help them concentrate on the immediate work that has to be done. This may be tricky in a sales department but is certainly feasible in, say, the services department where the exercise is working very well.

Irrespective of the state of a company's financial or trading position, there are some steps that all management can take. Encouraging them to keep physically fit is one.

"People need to be fit to withstand stress," advises Dr. Curruthers, "this does not require a massive amount of exercise — 20 minutes of relaxed exercise twice a day is quite adequate."

As an even better aid he recommends yoga or mental contemplation. "Recent research has shown that it slows not only the pulse rate and blood pressure but also the rate at which fats enter the blood—one of the main causes of heart disease."

### Staff perks

If management is concerned about the effects of present day stress on employees it could also reconsider the kinds of perks given to staff. "There is no kindness in giving employees cars, they are too stressful—pay for them to travel by Inter-City. Executives should also cut down on long distance travel—tests on airline pilots shows there is a harmful effect on the body. Finally, cut down on executive lunches. We eat too much at work."

Dr. Phil Goodwin, medical director of Champneys Health Resort, agrees that people often seek consolation from stress in food—but that what people really need to help them cope with increased pressures is regular exercise. "There is an increase in heart disease about two years after an economic crisis. So we need to be acting now."

The English have not yet become the health fadists like the Americans or Japanese or Germans. But if people like Dr. Goodwin get their way, we will soon be emulating the 30,000 Germans who visit health centres every year, at company expense.

# How the UN pa[ys] its employees

BY DRYDEN GILLING-SMITH

THE UNITED NATIONS staff pension fund, set up in 1949 and covering over 38,000 employees has been wrestling with a number of major problems — inflation-proofing, sex-discrimination, and floating exchange rates.

Even in 1949, the UN was very much ahead of its time in the way it paid employees and pensioners. The fund was properly funded (charging the employer 14 per cent. and the employee 7 per cent. of pensonable salaries) and has paid for inflation-proofing out of its own resources of $800m.

The fund covers both the professional and general staffs of ten UN agencies as well as of the UN itself.

When an employee leaves the UN he retains preserved pension rights provided he has completed a minimum of five years' service. Furthermore, the preserved pension is increased between the date of leaving and the date of retirement on the same inflation-proofing formula that has been applied to current pensions during the same period.

Where a UN employee leaves before completing five years' service he will normally get a refund of contributions and the employing organisation will get a 7 per cent. refund out of its 14 per cent. contribution.

This relatively minor feature has proved to be an issue which has thrown up a major ideological difference between Communist and Western governments. The Western view is that the international civil servant should as far as possible be financially independent of his own country both during the period of his employment as an international civil servant and for the future. This is the rationale for having a UN Pension Fund.

The Communist view is that such a person is merely detached from his own country for a short period of duty, after which he should return home and be provided for by his home government. Communist governments have made a practice of replacing their nationals after 4½ years so that they are unable to acquire any financial independence outside their own countries.

These governments argue that they are subsidising the UN Fund because their share of the budget has to include 14 per cent. employer's contribution of which only ... refunded on withdraw[al]

During the whole ... existence, the UN has ... to achieve a world-wid[e] ... of living standards ... professional staff at eac[h] ... To achieve this a w[orld] dollar salary structu[re] ... introduced with comp[lete ex]emption from local ... Instead of tax, the UN ... pays what is called ... assessment" mainly ... from the U.S. in[come tax] system. The purchasin[g power] in each location of ... salary is achieved by ... of "post adjustments."

The ILO maintains ... cost-of-living indices ... locations (not ne[cessarily] accepting the indices ... by governments). Usi[ng] indices and allowing f[or move]ments in exchange ra[tes, the] ILO is able to calcu[late the] number of units of ... adjustment" that are ... to achieve living s[tandards] appropriate to the initi[al] tax dollar salary.

However, UN pensi[oners] have to pay tax as ci[tizens of] the country in whi[ch they] retire. They do not ... from the post-ad[justment] system.

A fall of nearly 40 ... in the dollar-Swiss fr[anc] ... coupled with domestic ... in most European count[ries] ... above American levels ... [wide]spread concern am[ong] European UN associa[tions in] 1973. To alleviate the ... a worldwide increase ... sions of 30 per cent. w... This still left the N... pensioner about 20 p... better off whilst the ... based pensioner wa[s more] than 20 per cent. wors[e off].

Accepting the argum[ent that] over the long term an ... tional pension fund wh... freely choose the count[ry] currencies of its inv[estments] and which suffers from ... change control res[trictions] should be able to m... cost of inflation-pro[ofing in] whatever currency a pe[nsion is] payable, the U.N. Fu[nd intro]duced in 1975 the opti... consumer price index ... formula for post-retire[ment in]creases.

The cost of this a... should not be highe[r than] under the alternative ... because over the long ... currency parities should ... to compensate for diff[erent] rates of inflation.

## Office News

● FIRST National Word Processing Exhibition and Conference is to be held at the Cunard International Hotel, London, on May 11-13. The event is organised by the Business Equipment Trade Association with Management Studies Centre, a subsidiary of ICFC. The big names in word processing including IBM, Rank Xerox and Olivetti will be present. The conference will have speakers from the U.S., including Mary Ornelas, president of the International Word Processing Association as well as our own Professor Cyril Northcote Parkinson.

● IMPROVING the quality of working life is the subject of research studies at 10 U.K. universities and research institutes under a £207,000 grant from the Government. The money has been channelled through the Tripartite Steering Group on Job Satisfaction consisting of the TUC, CBI and the Government. The programme is being directed by the Word Research Unit of the Department of Employment.

● DODSON BULL has opened a new 16,000 sq ft showroom in the Barbican Trade Centre, London. Its first exhibition is a new range of multi-purpose seating by Artifort designed by Geoffrey Harcourt and called the Opus 6000 Series. Artifort has been associated with Dodson Bull for some seven years and is currently building a 210,000 sq metres factory in Belgium.

● THE PROSPECT of a price war in copiers in the U.K. was acknowledged by Mr. David Gestetner, joint chairman of Gestetner, at a press conference last week. "What happens in the U.S. eventually happens in Europe," he said, referring to the price war across the Atlantic which started when Xerox announced it would be reducing its prices by about 10 per cent. last September. So far, copier rental and sales prices have increased in the U.K.

The prospect of a price war is not deterring Kalle Infotec from launching a new addition to its range called the Infotec 1101 Plain Paper Desk Top Copier which will sell at £1,875 but can also be leased. Copy cost is given as 0.85p. The new product, to be officialy launched next week, is aimed at small departments in organisations.



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# FINANCIAL TIMES SURVEY

Monday February 2 1976

# YORKSHIRE AND HUMBERSIDE

Despite the widely varying nature of its terrain and industries Yorkshire and Humberside has knitted together extraordinarily well as one of Britain's new regions. Prosperity in the coalfields and other major sectors of the local economy make a sound platform for future development.

## ...vare ...its ...n ...ength

...HE county of York... d the area around ...de were put together ...60s as one of Britain's ...economic regions the ... was to create ...nistrative convenience ...han any attempt to ... the 5m. population ...new regional identity. ...ress of the Yorkshire ...mberside region since ...t surely be one of the ...tories of the nation's ...policies.

...there is little in ... between the hill ...o the far west of the ...ho can see the Irish ... their land, and the ...ns of Hull, Grimsby ...ingham far to the east ...iterests are with the ...a and European trade. ... region has managed ...e last 10 years to find ...reasing number of ... threads which have ...ibuted to its growing ...y.

...arious bodies that have been set up to give coherence to this most diverse region have, in turn, contributed a great deal towards a common purpose. The region's prosperity has improved at a faster pace than for Britain as a whole.

Leeds has emerged as the capital of the region. The senior civil servants who make up the regional economic planning Board are based there. The regional economical planning council which has been particularly forceful in contributing strategies for future development has its secretariat there. Finally the promotional needs of the region in Europe and the rest of the world are being taken care of by the Yorkshire and Humberside Development Association, also based in Leeds, which is financed by the local authorities and industry.

A new economic strategy to recommend how the region should develop during the next ten years is to be published this month by the regional economic planning council.

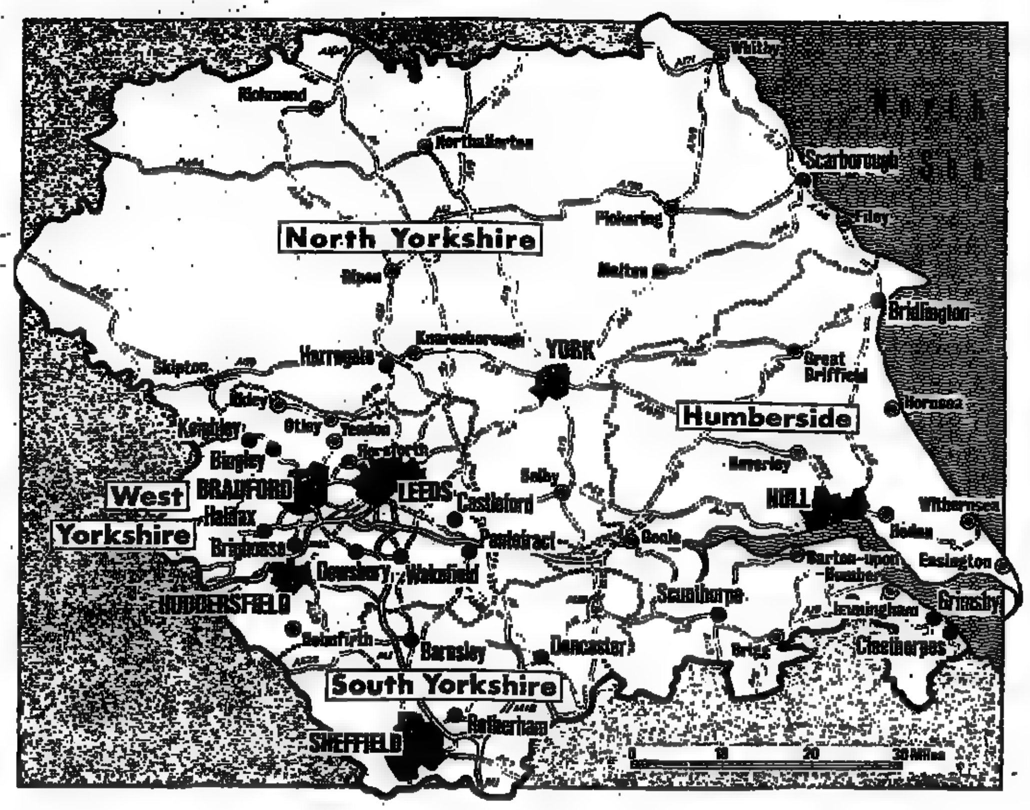
The previous regional strategy was much occupied with the physical state of the area—environmental improvement was at the top of the list of priorities. The new strategy is expected to stand foursquare with the Government's national industrial strategy and to recommend that the region's available resources should be directed, above all else, to the securing of greater prosperity.

That policy is not finding universal favour in the region. In South Yorkshire, for instance, there is a strong feeling that environmental problems among the old coal mining areas should be given top priority. But the economic council does not expect to have difficulty in convincing the weight of opinion in Yorkshire and Humberside that in a time of economic difficulty new jobs must come before anything else.

## Weathered

The region has, in fact, weathered the economic recession better than most areas of Britain. Unemployment used to be above the national average. Now it is marginally below. The wool textiles industry has had the opportunity to rationalise sensibly under the Government's successful scheme which has promoted £83m. of new investment in the industry at a cost to the Government of £18m. in assistance.

Since the new pay deal for miners the coalfields of the region have been enjoying a continuing boom with men going into the mines and a surge of spending power in the pit villages and nearby towns. The discovery of the Selby coalfield has been a welcome bonus for the long-term development of the region. Selby is expected to provide some 10 per cent. of Britain's coal eventually. Final planning permission has not yet been given but the project, involving a complex of mines, is certain to go ahead. The region is determined not to repeat the mistakes of earlier coalfield development by creating mining communities. Studies are underway to see how workers in the new coalfield can best be integrated into existing east Yorkshire townships.




The region's involvement in the heavier end of engineering rather than consumer goods has served it well during the past year. In some of its manufacturing areas—notably those involved with the North Sea—order books have continued healthy. It is calculated that North Sea work is bringing in Yorkshire and Humberside about £40m. a year with 450 companies involved in some way.

Steel is another facet of the basic regional industrial pattern which has served it well recently. The bulk steel-making at Scunthorpe and the Rotherham-Sheffield area has been less depressed than the strip mills of Scotland and Wales. Special steels have held up so that unemployment in Sheffield has remained below national figures.

The most troublesome economic problem in the region has been Kingston-upon-Hull where unemployment has been exacerbated by the closure of Imperial Typewriters with a sudden loss of 1,400 jobs. But there are industrial expansions in the area which will eventually offset those job losses. Hull is a place with a bright future but is suffering at the moment from being in a state of transition from old activities to new ones.

The whole Humberside area, which will become a compact unit when the Humberside suspension bridge is opened by 1978 or 1979, has a clear potential for major estuarial development based upon oil and petrochemicals and trade with Europe.

But the most important single new investment as far as this region is concerned is the M62 cross-Britain motorway which by later this year will provide a through motorway route from Liverpool to Hull. That route is the spine of the most important industrial belt in the country. The economic administration is shared by Yorkshire and Humberside and the neighbouring North West region. Luckily as regions they find themselves agreeing on most matters.

## Airport

It seems inevitable that from the opening of the road onwards they should co-operate ever more closely towards their common interests. Already the old pressure for a Yorkshire regional airport has given way to a wide acceptance that the Ringway international airport outside Manchester can serve Yorkshire and Humberside as well, given improved roads including, in the 1980s, a second Pennines crossing between Manchester and Sheffield.

Most of Yorkshire and Humberside is an intermediate assisted area although the most northerly strip from the Yorkshire moors to the sea qualifies for full development area status. The people most concerned with trying to generate new industrial growth in the region are not anxious for any higher level of Government help. Rather they feel the region is strong enough on its own account to move into a period of self-generation of new industrial and commercial capital. The sales pitch is that Yorkshire and Humberside should aspire to become a true counter-poise to the South East region. Since the West Midlands ran into trouble during the recession Yorkshire and Humberside has shown its fundamental economic strength and those aspirations may prove not to be far wide of the mark. The industrial strategy for the regions' future falls into three parts. First the planners are anxious that the region should increase its number of "decision-centres": that is, firms with their headquarters and boards of directors inside the region itself. In that ambition the region is being assisted by its long tradition of breeding entrepreneurs in small family businesses.

The second intention is to develop more new industries. Humberside is the obvious place. The third intention is to capitalise on the first two by improving the number and range of service activities in the region.

There is much modernisation still to be carried out in the region while its immediate priority is going to have to be the provision of new jobs. But as Britain climbs out of recession no region will have better prospects for a significant lift in its fortunes than Yorkshire and Humberside.

**Roy Hodson**
*Regions Editor*

# YORKSHIRE AND HUMBERSIDE II



## Good spread of industry

British Rail's engineering works at York.

THERE IS a general feeling in Yorkshire and Humberside that the region, while not escaping the effects of the recession, has not seen the slowing down in industrial activity that other regions have been experiencing. This general impression is given substance by the employment statistics which show that Yorkshire and Humberside, for many years past an area which has seen unemployment running at a rate above the national average, currently is faring better than the rest of the country.

The mid-January statistics from the Department of Employment put the region's unemployment rate at 5.9 per cent. against the national average of 6.1 per cent. While this is a welcome change for the area, it should not obscure the fact that 121,170 people were registered as unemployed in Yorkshire and Humberside in mid-January. Even when the 12,000 full-time adult students who registered during the holiday period are taken into account, that is a lot of people looking for jobs.

However, it is worth looking at the industrial pattern in the region which has saved it from being more badly affected. Yorkshire and Humberside traditionally has relied on three main industries, woollen textiles, coal and steel. But in recent years it has spread its net further afield and become much more diversified. And it is this diversification which is helping the area survive the recession.

### Textiles

The woollen textile industry in the region has followed the national pattern and contracted considerably over the past few years. So to-day it is not so crucial to employment in the area. This is important because this particular industry is suffering substantially from the slack demand for its products and also from cheap imports. In Leeds there have been considerable redundancies in the making-up (that is clothing) sector and the recession and imports have been blamed.

As an example of what happens in those areas which are particularly dependent on woollen textiles we can point to Bradford, one of the industry's more important centres in the region. In mid-January there were more than 11,000 people registered as unemployed, a 6.8 per cent. rate and one well above the national average.

This brings up the important point that there are pockets of really bad unemployment in the region—mainly in those areas which are either short of industrial development or perhaps rely too much on just one industry, areas like Hull and the North bank of the Humber, the coastal resorts and the South Yorkshire area.

South Yorkshire relies heavily on its coal industry, not a bad industry to be in to-day and one that is benefiting the region a great deal in the recession. Since the energy crisis the national approach to the coal industry has changed dramatically. It is now a growth business and one that will offer secure employment for many years to come. The new atmosphere has been attracting men back to the pits, and newcomers too, and there is no question of the recession damaging this particular industry.

Of course, Yorkshire is where the National Coal Board's biggest planned development is to take place. Some £300m. will be spent to develop the Selby coalfield. This project is expected to be producing 10m. tons a year by the mid-1980s, and work on it should start soon. When it does, there should be an enormous spin-off of work for the region.

The steel industry has also made a major investment in the region. The most modern steelworks in Europe, the Anchor works at Scunthorpe, came on stream only in 1973. This represented a £235m. investment by the British Steel Corporation and the works was designed to employ 13,000 people. The steelmaking, rolling and finishing complex cover 1,000 acres and can produce 600 tonnes of liquid steel an hour. In the current state of very depressed demand for steel, however, it is naturally not reaching anything like that rate.

The BSC will be spending more money in the area once it gets its modernisation and investment programme rolling. For example, it aims to spend £140m. in Sheffield in the next few years including £60m. developing new plant for the Special Steels Division which is based in Sheffield.

In the short term there is some hope in Yorkshire and Humberside that the region will not be particularly severely hit by the Corporation's current cost-cutting campaign which will involve around 44,000 redundancies among the 220,000 people it employs.

With demand for steel last year reaching the lowest level in 20 years there have been redundancies in the steel industry already and the private sector, heavily centred on Sheffield, has had its fair share. The hope among the private sector steel makers is that the Government will listen to the current pleas that they should be given interest-free loans which would enable them to make steel for stock and thus make Britain better prepared when the industrial revival finally comes along.

To get back to the theme about why the region is doing better than others during the recession there is no doubt that the fact that there is no motor manufacturing in the area has a great deal to do with it. Of course the region's engineering sector has its share of companies making components for the car makers and they have been caught in the malaise which has settled on the motor industry.

What the region does have is manufacturers of tractors, products for which world-wide demand has held up well during the recession, and of railway rolling stock (and British Rail is still buying in spite of its financial deficit).

Apart from the nationalised industries, the region is also short on really large employers. Some people take the view that this has helped on the employment front because, they claim, there is less overmanning in smaller industrial companies and so there is less need for them to slim down when times are bad.

### Confectionery

Perhaps the most obvious exceptions to this predominance of medium-sized and small companies are the confectionery makers in York where Rowntree is particularly large, employing over 9,000. Fortunately for Rowntree and its rival, Terrys of York, demand for their products has held up fairly well.

One reason that the region has been able to attract new industries and so become less dependent on its traditional industrial employers has been that it is now at the centre of a good communications network.

This is one of the points emphasised by the Yorkshire and Humberside Development Association when it attempts to attract fresh industrial blood to the area. The Association also made its contribution towards keeping the employment rate up. Its promotional work has always made the point that companies moving to the area should also "move the management out." It suggested that any new manufacturing unit should also have a reasonable proportion of "decision takers."

This is paying off during the downturn because, where decisions are taken locally, there is also a tendency for many purchases to be made locally. And this helps to keep the industrial wheels turning a bit faster.

There is also the important point that industrial companies seem to find it psychologically a little easier to close down an isolated manufacturing unit rather than one which has its share of management and decision-making apparatus as well as manufacturing operations.

At the moment the Development Association has chosen not to chase after the very few companies currently interested in moving either into the U.K. from the U.S. or Continental Europe or to the North from the crowded South East of England. Instead it is concentrating on the much bigger number of industrial concerns which might be interested in moving to the region when activity brightens up. In the U.K. the programme is almost entirely aimed at companies in the South East while the overseas programme involves promotional work in Germany, Switzerland, Norway, Sweden, Canada and the U.S.

Most of the region is designated to be an "intermediate" development area—only North Yorkshire has full development area status—and this means that companies moving in can qualify only for building grants and receive no help with plant and equipment or with regional employment payments. This is a bone of contention in the region and some industrialists believe that those areas which are suffering as the woollen textile industry painfully contracts should be given full development area status so that new industries would be more quickly attracted to them.

**Kenneth Gooding**

## Financial sector awaits upturn

BANKING IN Yorkshire has long had its own accent, not least with the prominence of the Yorkshire Bank and with many of the world's largest building societies, major handlers of savings, being based in the region. But in recent years the intonation has got more cosmopolitan, as the growth of the big clearing banks, the arrival of London merchant banks and the presence of others from further afield has become increasingly apparent.

Now, in the business area of Leeds, banks, insurance companies and other financial institutions jostle each other as closely as in the City of London or Frankfurt. And the industrial centres of Bradford, Sheffield and Hull also have their quota of banks and stockholders. Indeed, its Midland Bank is soon to move a number of its head office departments to Sheffield.

Nevertheless, the past two years have not been a time of unqualified growth and tranquility for the financial community in Yorkshire, any more than for its counterparts elsewhere. The economic recession and the troubles in the secondary banking world have imposed a considerable brake on the expansion of all but the largest enterprises.

Retrenchment has often been the order of the day. For instance, the former Old Broad Street Securities merchant banking arm of United Dominions Trust has disappeared as a separate entity and been absorbed into the main UDT company. Remaining business of the previously active OBSS Leeds branch is now being run, as appropriate, from UDT's local office or London headquarters.

Another name no longer seen in Leeds is Slater Walker. The former Slater Walker Finance Corporation was sold last year by its Slater Walker Securities parent (itself retrenching) to First Fortune Holdings, owned by the U.S. group Commercial Credit Corporation. A notice on the door of the former SWFC premises in Leeds states that the office, now under the First Fortune name, has moved to neighbouring Pudsey.

One of the previously growing locally-based financial and investment operations, Grimshawe Holdings, has incurred heavy losses and shed part of its interests. After the departure two years ago of its former chairman, Mr. Peter Grimshaw, it is now being run by "company doctor" Mr. Thomas Kenny.

As one merchant banker puts it, "survival has been the name of the game" in grappling with customer companies' problems since 1974. But now that, as he adds, the recession in the area "has reached the bottom of the U-turn," a gradually improving scope for lending, for advisory business and ultimately for new issues is hoped for.

In the next phase, it is likely that concerns with strong financial groups behind them both British and foreign, will play a relatively larger role than in the past. Among these are the merchant banking offshoots of the clearing banks, including Barclays Merchant Bank, which is the wholly-owned subsidiary of Barclays Bank and has just had its name changed from the former Barclays Bank (London and International).

Mr. Keith Dunlop, who presides over the Leeds office of BMB, spanning Yorkshire and Humberside north of Barnsley, explains: "The *raison d'etres* for our local offices is to remove the aura and mystique of merchant banking—the fact of our being here has encouraged the flow of new customers." Much of the bank's business is with the private companies in the region, the concept being that such concerns—which might be nervous of far-off big merchant bank names in London—would not hesitate to deal with the arm of a familiar clearer. A good deal of BMB's activity has been in lending and the arrangement of acceptance credits, as well as advisory services.

County Bank, set up from scratch in a similar way by the rival National Westminster, also has an office in Leeds and conducts a substantial lending business. Samuel Montagu, the old-established merchant bank now wholly owned by the Midland Bank, is represented in Leeds by an office, run by Mr. Peter Davies, which takes considerable deposits and acts as a link between customers and the corporate finance side in London. Other leading London merchant banks with a presenc[e] are N. M. Rothschil[d] and Hill Samuel.

Singer and Friedla[nder] other accepting hous[e] where it has an management and cor[porate fin]ance side. Mr. David who runs the latter, about the flotation companies—a dead m[arket] for more than a ye[ar] are echoed by other "Somebody's got t[o] market and once the will see a return of ne[w] he says. "But ther[e] more exacting stand[ards] lower price-earnings r[atios] previously."

Yorkshire being s[o] private companies, so it is a fruitful area f

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# Growing motorway links

HIRE and Humberside, gion, has firmly put its on the concept of a new in east-west trading axis, vital European ports like am through Humberside e industrial hinterland of orkshire, and so right on Mersey. This concept s reality in the next few with the completion of s between West Yorkshire mberside, the vital fast ay link between the ports ir hinterland. From 1977 ion will be able to fully its industrial potential ith companies in this and with organisations pe.

vell as bringing West re that much closer to and its industrial heart- e completion of this final stretch of the M62 will make the region much knit. "The region will be ore easily identified with provement in west-east nications," says Dr. Iain Director of the York- nd Humberside Develop- Association East-west nications have always toriously bad in this re- s in the country as a so the M62 is changing nal travelling patterns. It eady complete right from Lancashire to and crosses the M1 just Leeds. The final stretch Boothferry and Hull finished this year.

while, work has been go- ad in the south of the re- improve communications h Humberside through and its spur, the M180. otorways will eventually M1 and Sheffield to the Humberside ports of ham and Grimsby.

fect, the region will lie two motorway "boxes." by the M1, M62, M18, nd the A1 (M). There fast motorway links in ctions—west to Mersey- orth to Scotland, south Midlands and London, as the vital eastern route Humber ports. The communications network justifies the slogan "Centre of Britain" which the region has adopted. Major distribution concerns, or firms with major distribution problems, have already been attracted. They include J. Lyons who have built Europe's biggest cake bakery in Barnsley, and the Swedish company Frigoscandia who chose South Kirby near Wakefield for their huge frozen food distribution complex.

The advantages of Yorkshire and Humberside's communications network, particularly the motorways/shipping route, is to be used in a distribution-orientated campaign, which Dr. Skewis says the region will be starting this year. "We will use a computer program to analyse the cost and efficiency of routing from this region and we will aim to attract both European companies and British companies, and particularly those companies where distribution is a major cost," he says.

## Bridge

As far as Humberside itself is concerned, communications should be further improved by the completion of the Humber Bridge, the largest single span of any suspension bridge in the world. The building of this bridge has been protracted, but the completion date is now given as 1978. Despite the expense and time taken over the project, many privately think now that it will be of only local significance. It should, however, improve contact between the north and south banks of the Humber.

The new bridge should also help to make more efficient the use of port installations, and is expected to change work patterns and open up the flow of labour between towns—Hull and Scunthorpe, for instance.

It is when you consider the immense amount of trade handled by the four Humber ports—Hull, Goole, Immingham and Grimsby—that the significance of the M62 running to Humberside becomes even more clear. In the last five years, the British Transport Docks Board has invested over £12.5m. in the ports, and in the last two years 22 new services have been started and services from the Humber now operate to over 70 world-wide destinations. The greatest growth has been in unit load which has more than doubled in the last five years.


*A pedestrian precinct in the centre of Leeds.*

All four ports can handle unit-load, but Hull has the biggest facilities with 10 unit-load terminals including the container terminal. Immingham is the country's top bulk cargo port and handles giant tankers over 200,000 tons. The revolutionary BACAT service( Barge Aboard Catamaran) which ran the world's first Catamaran barge transporter to and from the Humber estuary every 60 hours, further proved the point that there was ease of access to Europe and into its very heart through the waterways. But this operation has now ceased because of union difficulties. In 1971, the four Humber ports handled a total of 2.1m. tons of unit-load cargo; in 1974 this had more than doubled to 4.5m. tons. In all, the four ports handle about 30-32m. tons a year.

There has also been a significant rise in passenger carriage. Every night, North Sea Ferries, who operate a new passenger terminal at King George Dock, which can handle 1m. passengers a year, run jumbo ferries for both passengers and freight to Rotterdam and Zeebrugge. Roll on/roll off cargo capacities have also been increased at the terminal. North Sea Ferries have also combined with Hull Council to sponsor shopping trips from Holland and Belgium to Humberside. And Tor Line, which has its British headquarters in Immingham, runs services to that port from Gothenburg and Amsterdam.

Yorkshire and Humberside is keen to attract not just "bits" of companies but the headquarters of British and European companies to the region. Communications can be used to back up the campaign, as can the nearness of major sources of energy—coal, gas, oil—and of industrial production and expertise. While motorways and shipping dominate the new communications network, rail and air facilities support them. There are good "executive" trains from Leeds, Bradford, and Sheffield, to London all taking 2½ hours or just over. West Yorkshire will also benefit from the introduction of High Speed trains in 1978. Hull and Grimsby have inter-city rail services, but will not now benefit in the early stage from the High Speed service.

The region stresses accessibility to airports rather than closeness. The nearest international airport is Manchester Ringway, easily reached from West Yorkshire by motorway. The Leeds/Bradford airport at Yeadon has recently introduced an early morning business flight to Amsterdam. Like the other "feeder" airports in the region —the new Humberside airport and the Teesside airport—Yeadon's services connect with international flights at London or Amsterdam.

With the region's desire to attract the headquarters of large companies, improving the environment is an important task, so as to sell the region to executives and their wives. Despite the heavy industry in Yorkshire and Humberside, the region has an amazing 80 per cent. of countryside. Over a fifth of the region lies in the three national parks which fringe the area—the Yorkshire Dales, the North Yorkshire Moors and the Peak District National Parks.

An added attraction is cities like Leeds, Sheffield and Hull, which all have distinctive identities and sophistication yet lie close to pleasant country. "In a region like this I think you can accept that parts are heavily industrialised," says Dr. Skewis, "though the cities should be good. And in this region you can work in any city and still manage to be in the country within half an hour's drive."

The cities have done a great deal to promote themselves as agreeable as well as successful places. Leeds has concentrated on pedestrianisation, Sheffield on its image as the "clean air city." Bradford and Halifax have both undertaken major conservation and restoration projects, and Hull has distinctive qualities as an historic city and busy seaport. Everywhere has been cleaned up, literally, even West Yorkshire's famous grimy buildings. Live theatre is very good in the area, night clubs abound, and restaurants are greatly improved. Leeds and Sheffield are top shopping cities with annual turnovers of £160m. each. One other environmental problem which is now being tackled is the reclamation of derelict land.

## Derelict

Much lies in West Yorkshire, mainly derelict railway land or industrial land, and South Yorkshire, mainly coal heaps and spoil tips. There is also dereliction around Humberside. The problem is being tackled steadily and worthwhile reclamation projects include the landscaping of the Waleswood Colliery near Barnsley, in the last two years, and the fact that the new enormous Lyons Bakery at Barnsley is built next to an old pit-head, where clever landscaping has completely renewed the setting.

Another form of improving the environment comes through industrial development. The Wool Textile Scheme, for example, which has mainly operated in West Yorkshire, has helped to rebuild and re-equip this industry and at the same time demolish redundant and decaying buildings. A Government grant of £18m. for the scheme attracted a great deal of private investment, resulting in a total investment of £83m. on the project.

"Industrial development here has helped to improve the environment," says Mr. John McEnery, Regional Director for the Department of Industry for the Yorkshire and Humberside Region. "We are working hard in this region through industrial development to improve the environment, because a pleasing environment is essential to developing Yorkshire and Humberside as a key management centre in the United Kingdom."

**Eileen Totten**





# Financial

CONTINUED FROM PREVIOUS PAGE

nd Commercial Finance ation, backed via Finance ndustry by the big which assists the growth aller businesses. Its n area, with six offices, led from Leeds by Mr. Martin, who says that ys ICFC does not favour of a private company its profits are approach- n. a year though ICFC ply capital by itself lend- taking share stakes.

arge clearing banks are well represented in Yorkshire, and the Big Four have offices clustering together in the central Park Row in Leeds, while Williams and Glyn's, stronger in the North West, has a branch in Leeds. Barclays, growing strongly in an area which has not traditionally been one of its most major regions, is represented by a local Board, with five full-time directors in Leeds and Bradford combined. Its Barclays Bank International arm has branches in Bradford and Hull.

Mr. Dennis Corbett, the West Yorkshire regional director of the Midland Bank, has recently been appointed to the Yorkshire and Humberside Economic Planning Council, one of whose major preoccupations is thought to be encouragement of industrial investment.

On the subject of capital plans, Mr. Corbett says: "The Yorkshireman will invest if there are incentives; he wants a grant. This is an intermediate area and—leaving aside the case of wool textiles—there is no grant for machinery, though there is for building. If the Government made it worth his while, the Yorkshireman might invest more." He also stresses that the numerous private companies in the region cannot tap the market for capital and are much affected by present taxes and price restrictions.

One of the unique banks of the region is Yorkshire Bank, the former Yorkshire Penny Bank, now jointly owned by Barclays Bank, National Westminster Bank, Lloyds Bank and Williams and Glyn's. The Yorkshire, which specially encourages the small customer, has 183 branches, mainly in Yorkshire, but is gradually advancing its frontiers further in the North East, South West into Lancashire and towards the Midlands.

## Trend

A recent trend with the growing internationalisation of business has been the inflow of foreign banks or those of strong worldwide interests into the area. The French Banque Nationale de Paris, which claims to be the largest bank in the Common Market, has had an office in Leeds, under Mr. Chris Hayes, for some two years. Its speciality is to offer exporters banking links with Europe and its other areas of strength, including Nigeria and Australia.

A number of large American banks have also been showing interest in the area. From the far East, such banks as Habib Bank and United Bank of Pakistan are well represented, reflecting the sizeable Asian population in Yorkshire.

Among British banks with major overseas businesses, Standard Chartered Bank, which is strong in the East and in Africa and is expanding in Europe, has a Leeds branch. It would not be surprising if it were to open in Sheffield as well.

A sign of Yorkshire's economic importance is the presence there of a Bank of England agent, Mr. John Shelley, who from the Bank's new marble-faced building in King Street, Leeds, keeps touch with the industrial and banking scene. In line with the trend for the Bank to do rather more customer business than some years ago, one of the tasks now carried out by the Leeds office is the issue of the twice-yearly interest warrants for the Bradford and Bingley Building Society.

## Home

Yorkshire is traditionally the home of many major country-wide building societies, the largest of all being the Halifax, based in Halifax, while the Leeds Permanent in Leeds is Britain's fourth biggest and the Provincial, with its head office in Bradford, another among the major societies. It is no secret that the many millions of pounds of short-term funds the societies invest are often routed to London's money markets through Yorkshire branches of the merchant and clearing banks.

In the property world, Town Centre Securities, headed by Mr. Arnold Ziff, often best known as chairman of Stylo Shoes, is based in Leeds and has weathered recent problems in the industry better than many. Also Yorkshire-based is Arndale Property Trust, of Leeds, now wholly owned by the big Town and City Properties.

The Stock Exchange is represented in several Yorkshire cities, but principally in Leeds, where there are six firms of brokers, a structure which was not changed in the stock market's traumatic year in 1974. There are also brokers in Hull, Bradford and other Yorkshire cities.

Mr. Geoffrey Pemberton, of the fourth generation of his family in Howitt and Pemberton, of Leeds, where his partners are his father Jim and brother Barry, is optimistic about the current market outlook, for the immediate future at least.

"I'm looking for a continued rise for the next six months or so—but prospects therefore will depend on events meanwhile. It could become a case of 'sell in May and go away'."

Business, as with most local brokers, is chiefly for private clients, in line with the reputed widespread wealth of Yorkshire: after all, legend has it that you will see more Rolls-Royces in the back streets of Bradford than anywhere else in Britain.

**Margaret Reid**

# Heavy investment in wool

AS THE Government steps up its efforts to persuade industry to invest, it can at least point to one shining example. The wool textile industry—largely based in Yorkshire though with important centres also in the West of England and Scotland—has responded in such a way to the pioneer Industry Act aid scheme put forward for it two and a half years ago that additional sums have had to be put forward to meet all the outstanding claims. The money made available by the Government has been lifted from the original £15m. to £18m., and the total of new investment which will have been encouraged under the scheme will top £80m. With the industry taking this much advantage of the scheme's provisions in order to renew buildings and equipment and rationalise and remove old facilities, wool textiles may well be thought to have earned its inclusion on the list now being circulated of 30 sectors which the Government intends to nurture as having good growth prospects.

The success of the Industry Act scheme — possibly to be replaced by a Mark II scheme following discussions now being held within the industry — is all the more surprising given the very depressed background against which the investment has had to be made. The Yorkshire wool textile industry began to feel the effects of the world-wide recession before the rest of U.K. industry because it is a big exporter and because these markets fell away before Britain began to move into recession early in 1975. At present the industry sells roughly one third of its total output of worsted and woollen cloths abroad — a trade worth more than £220m. to the U.K. economy last year.

The decline in export markets started in 1974 with a sharp fall in demand from Japan, the biggest purchaser of the very expensive fine worsted suitings in which Huddersfield producers specialise, and followed massive overstocking by the Japanese of wool and wool products in the 1973 boom. Since the middle of 1974 the decline in export markets has been accompanied by a fall-off in demand from the U.K., hitting other sectors of the trade including the medium quality trade from Bradford, and the problem has of course been intensified by the very severe pressure on the British market from imports.

## Imports

Specialised sectors within the industry have tended to be affected in different ways by the overall imports problem. The manufacturers of woollen (as opposed to worsted) cloths have been hit by the high level of imports into the U.K. from the Prato region of Italy while the worsted spinners have seen their market assaulted on two fronts. Sales of acrylic yarn to U.K. knitwear producers have been affected by competition from suppliers in the Far East offering rock-bottom prices. Equally, U.K. knitters' own demand has been reduced because so much of the market has been lost to imported knitwear again from the Far East.

All sectors of the Yorkshire industry have been affected, however, by the greater penetration which clothing imports have achieved in the domestic market. In suits, one of the areas where the wool textile industry is directly affected, the potential loss of fabric sales represented by imports from Eastern Europe has been put by industry leaders at 10m. sq. metres a year. In the first ten months of this year Romania exported to the U.K. a total of 207,000 suits, more than three times up on the figure for the whole of 1974. The average landed price came to under £11 against an ex-factory cost of £22 in the U.K., suggesting very strongly, the Yorkshire producers believe, that the sales are being made at uneconomic rates in order to gain hard currency.

The difficulties of the past year have been reflected in lower output and declining employment by the industry. According to figures published by the Wool Industry Bureau of Statistics deliveries of woven fabrics in the first 11 months of last year were 17 per cent. down on the same period in 1975 and worsted deliveries were down some 9 per cent. Consumption of wool in the woollen sector fell 8 per cent. in the January-November period, though it rose 4 per cent. in worsted. Man-made fibre consumption was down by 9 per cent. in worsteds and 13 per cent. in woollens. Total employment in the industry also showed a further decline and now stands at only around 58,000 compared with 110,000 in 1963. Further mill closures also took place during 1975.

Nevertheless, as the Industry Act scheme shows, a large number of companies within the industry have decided to go ahead with investment in order to take advantage of an upturn in demand, the first signs of which can probably be detected in recent upward movements in the international price of wool. The industry still consists of around 400 companies altogether, many of them offering a specialised service, and the large number of applications received under the scheme—208 in all—indicate that large and small concerns have been involved.

Among the bigger concerns, two groups, Illingworth Morris and Allied Textile, account for roughly one-third of total capacity and both have used the scheme to help finance part of their continuing modernisation programmes. IM, the biggest group, has used the scheme to assist with its programme of concentrating facilities inherited as a result of mergers and acquisitions.

## Subsidiaries

In the fine worsted sector in particular the company has concentrated the production of four subsidiaries in two locations and is spending £600,000 on new equipment. The four companies, which between them export 80 per cent. of production, will be retaining their separate identity in design and marketing.

The scheme is also making it possible for companies to improve the working conditions offered to employees. Allied Textile has spent a total of £3m. over the past two years on new spinning and weaving facilities including a major modernisation of its Boardman and Smith commission weaving plant at Bradford.

John Foster has built totally new facilities at a cost of £1m. in buildings and equipment at its Black Dyke mill at Queensbury near Bradford and is now to spend a further £750,000 on new weaving capacity again in a new purpose built shed.

But although, as these and various other projects show, the industry has gone ahead with a programme of investment, it faces a number of major problems which will seriously affect its future. There is firstly the question of the level at which imports will settle in the U.K. market. Some relief has been gained by the textile industry as a whole through the agreements reached in Brussels under the GATT Multi-Fibre Arrangement talks between the EEC and the main supplying countries, and through the limited measures announced by the Government before Christmas. In relation to suit imports, one of the Yorkshire industry's main worries, the Government was able only to promise talks with the East European suppliers and these have yet to be concluded.

Another difficulty is that though efforts have been made to improve working conditions and remove once and for all the dark satanic mills image, the difficult economic circumstances in which the industry has had to operate have weakened its position in the labour market. The industry has not in recent years earned enough to keep pace with high wage payers, including the nationalised industries and especially coal, and it now has both a declining and an ageing labour force. Though it is hardly a problem at present the industry could find itself constrained by labour shortages when an upturn does come. Efforts to improve the career structure available to new entrants are the subject of discussion within the industry but action will clearly be difficult until the industry can begin to recruit again to meet rising demand.

A further major problem to which the industry is also paying attention is the weakness of the U.K. clothing industry, the main customer of the wool textile producers. Mr. Russell Smith, the managing director of Allied Textile, speaking recently, claimed that although good in parts the making-up industry was in general nowhere nearly as efficient as the elements of production leading up to the clothing stage. As one possible solution to the problem this poses for wool textiles, Mr. Smith suggested that some of the larger textile groups might move forward into manufacture to [...] share of the final [...]

Whether or not [...] textile industry decide [...] move is necessary [...] on whether the cloth [...] dustry—or at least [...] using wool textiles—[...] positive response to the Industry Act scheme launched for clothing [...] stronger clothing industry [...] in any case benefit wool [...] over the long term and [...] companies in the indus[try] inevitably the short ter[m] terms—in particular d[...] which are inevitably t[he] current preoccupation.

So far there are jus[t] two signs that possibly [...] to stronger levels of [...] may be beginning, out [...] U.K. at least. In export [...] the industry reported [...] business in some [...] towards the end of [...] over the year as a who[le] ings will fall only just [...] 1974 though in terms of [...] yarn and cloth exports a [...] 18-19 per cent.

## Initiative

One important featur[e] past year, however, has [...] initiative the indust[ry] shown in moving [...] markets to compensate [...] decline of others and in [...] lar Japan. In the [...] November period of [...] ports of woollens to the [...] East climbed to 2.35 [...] metres against 1.70 [...] metres in the same p[eriod] 1974. Worsted exports [...] from 2.47m. sq. metres [...] sq. metres and the ind[ustry] hoping for further [...] following a major pro[motional] effort in the Gulf State[s] included cinema ad[...] spots extolling the vi[rtues of] new cloth ranges. Wit[h] Yorkshire thoroughne[ss] campaign was timed [...] place in the two month[s] ing Ramadan to coinci[de with] the influx of pilgrims [...] holy cities.

**Rhys [...]**



# Hard times for property

THE LARGEST commercial property development currently nearing completion in Leeds, the Bond Street Centre, points up most of the contradictions in the confused state of the local and national markets.

Its promoter, Raglan Property Trust, is among the more ailing property groups, but here has the backing of Guardian Royal Exchange. The shopping element, with Boots and British Home Stores already booked for two large department stores, will probably let fairly easily, granted that the westward trend of the strong Leeds shopping centre area continues. But the offices totalling 150,000 square feet due for completion early next year (the £26m. development was "topped out" last month) are less certain: the size of the floor areas suggest a Government or quasi-Government tenant, but Leeds, largely because of its healthy clerical employment situation in the past, has gained few of the plums of Government decentralisation policy.

Even so, the Bond Street Centre, though slightly off-centre from the main office areas, would be safe if Leeds' average take-up of office space of the last decade, averaging around 250,000 square feet a year, continued. But that is an average, and the last three years have seen some violent swings.

The last 18 months have been down on the average, the previous 18 months up on it. But the fact that Leeds has followed the national trend in lower demand for office space has not stopped the city, and Sheffield, going significantly against a national trend to lower rental values. There have been few large units on the market and these two cities are now seeing rents at their highest ever for good new space. On smaller units of 7,000 or 8,000 sq. ft. in Leeds, lettings are now being agreed at £4 and more a sq. ft. In Sheffield, when Slough Estates finishes its 180,000 sq. ft. Fountain Precinct at the end of this year, it is hoped to get near to £5 per sq. ft. for this high-quality development.

## Letting

In Leeds's case, the testing moment, according to Mr. David Richardson of agents Weatherall Hollis and Gale, will come with the letting programmes of St. Paul's House, Park Square, and Sovereign House, South Parade. Both are imaginative and high quality rebuildings behind "listed" facades. St. Paul's House, a 19th century warehouse developed by English Property Corporation, will offer 68,000 sq. ft. Sovereign House, the former Bank of England Building developed by Town and City, will produce around 38,000 sq. ft.

Both will be marketed shortly, and Mr. Richardson says "the continued pre-eminence of Leeds as a provincial office centre depends to some extent on their successful letting." Until then, with the Bond Street Centre offices ready next year, there could be difficulties in funding any large developments in Leeds. However, Wimpey has just joined with Interland to start work in April on a 30,000 square feet scheme in Park Place, and Interland is trying to get two much larger projects off the ground, one of them the Inns of Court plan which could total 250,000 square feet.

The spate of new office development in Sheffield is a much more recent phenomenon than the steady growth of the Leeds market. For once, it looks as if the ambitions of local planners and the building rate of private developers have achieved about the right balance. The success that Sheffield now enjoys in attracting relocated business, a success based on policies formed by the City fathers a decade ago, is well known. The specific property incentive it enjoys, as the most southerly major city qualifying for regional grants, can amount to the equivalent of a three-year rent-free period.

The major news of the past year has been the Midland Bank's enlarged commitment to Sheffield, taking 154,000 square feet of the Pennine Centre, a development by Hanover St. George Securities on a site where, in place of the old bus depot, the council decided to create an office area. The Midland now has a total of 230,000 square feet of offices in Sheffield, besides their branches there.

The largest of the space-users promised to Sheffield is the Manpower Services Commission, reckoned to need 350,000 square feet (with the possibility of a relocated Health and Safety Commission as well). A smaller Government move, requiring around 50,000 square feet, involves a CTT tax office. Given a fair measure of private sector expansion as well, it looks as if the market for modern offices in Sheffield can support an unusually high rate of development. The quality of relocated businesses suggests that the city could enjoy a general rise in rent levels for modern offices. In short, it looks as if Sheffield, with rent levels rising to give some margin over escalated building costs, and with the prospect of rising demand continuing for some years yet, is one of the few British cities which still offer real incentives to developers.

The other towns and cities of the region have, in the office market, shown most of the familiar symptoms of recession. Demand has dropped sharply: there is plenty of cheap space on the market, even if much of it is second rate, and with rents still down at around £2 a square foot, there will have to be a heavy premium on this to justify future development. The letting of the Commercial Union Properties' 52,000-square-feet office block at Marsh Way, Wakefield, due for completion this year, will be an interesting test.

In general, the industrial market, like the office market in cities like Hull, Bradford and Wakefield, has also suffered through the recession. The danger which some planners foresee is that, should the economy pick up, even the relatively short period needed to get industrial development schemes completed may catch the region short of good modern space.

## Yields

The investing institutions, particularly in the past three months, have shown that industrial property let to major companies in Yorkshire and Humberside is still highly desirable to them on yields which do not fall much below 11 per cent. But in terms of funding new developments, developers are finding it hard to justify major units.

What pick-up there has been in the letting market on the factories side (warehousing well located for motorways has also shown a higher trend of [...] recently) has come very [...] in older properties. This [...] ence that if space is av[ailable] at 60p per square foot it [...] to shift even significantly [...] space at £1 per squar[e foot] appears to be a regiona[l ...]

Even so, the total amo[unt of] empty space is a dep[ressing] indication of industrial [...] though it may not ye[t have] reached the level of [...] There are, too, several [...] units which dominate [...] figures: in Kingston upo[n Hull] for instance, while agent[s ...] Wells estimate there a[re ...] empty square feet of ind[ustrial] space in the city, half of [...] accounted for by the [...] Imperial Typewriters f[actory] and the former Silcock [...] near the Victoria Dock.

Some indication of [...] seriousness with which [...] modern industrial spa[ce is] regarded by planners o[f the] region can be seen i[n] recent instances of ro[...] turning developers: Roth[...] has taken on a partly com[pleted] industrial estate from [...] liquidator, completed the [build]ings and is letting the[m at] around 90p a square foot [...] Kirklees Council is consid[ering] building as many as 100 f[...] units over the next few [years] "to alter the tone of Ki[rklees] from that of a declining i[ndus]trial area to one of expan[sion."]

**Quentin Guird[...]**

OVERSEAS NEWS

# )utcome of cod talks ; still in the balance

ON H. MAGNUSSON REYKJAVIK, Feb. 1.

·elandic Prime Minister, lgrimsson, said to-day that ouncement of the result ilks in London last week- ut a possible solution of ing dispute with Britain made very shortly. He want to comment on the iming when the joint ement will be made in ik and London. But he an interview with the al Times his Govern- id not have an unlimited this matter."

al sources in Reykjavik t Mr. Hallgrimsson will e his Government's late on Monday, or no an Tuesday afternoon, in to Parliament. The same say the situation is still lelicate, making the final very difficult.

)pposition has requested al joint meeting of the l Foreign Affairs and s Limits Committees to- to clarify certain points from the London talks, and the request has been granted.

The Government has kept extremely quiet on the situation in the dispute between the two Nato countries, and so far there has not been any information leak in the Icelandic Press regarding possible settlement terms. The Government has been working hard on a possible solution of the dispute, and among other things the Prime Minister called an unusual Saturday session of the Cabinet yesterday to discuss the peace package from London.

The largest daily newspaper in Icelandic, Morgunbladid, which supports Mr. Hallgrimsson's Independence Party, talks in detail about possible terms for agreement in a week-end editorial to-day, without saying outright that a settlement is in sight. The paper underlines he need for conservation of the fish stocks, size of nets, types of fishing gear, and states that it is better for the Icelandic nation to negotiate a settlement with the British rather than allow British trawlers to catch illegally about 100,000 tons of fish a year in Icelandic waters under Royal Navy protection.

Some MPs in and out of Government are cautioning that it is unwise to talk about an agreement now with the British Government, partly because the Icelandic trade unions are preparing a general strike to press for a general wage claim in mid-February. There is also the UN Law of the Sea Conference in New York in a month's time where decisions on a 200-mile limit may be taken.

Everything is quiet on the disputed fishing banks and the number of British trawlers is down to about 30 ships. Many trawlers have left because the Coast Guard makes fishing almost impossible, even though it does not attempt warp-cutting.

# Mrs. Gandhi dismisses Madras Government

By K. K. Sharma

NEW DELHI, Feb. 1.

**PRESIDENT'S rule was imposed on the southern state of Tamil Nadu last night and the opposition Dravida Munnetra- Kazakham Government "was deemed to have vacated office."**

**Under a proclamation by the President the Tamil Nadu (formerly Madras) state legislature was dissolved. The Legislature was due to end its five-year term on March 21.**

**The State Government came to power in the 1967 general election when it trounced the ruling Congress party. It won again in the 1971 elections.**

**A Press note issued by the central Government said the President took over the administation in the State following receipt of a report from the Governor saying he was "satisfied that a situation had arisen in the State in which the Government of the State could no longer be carried out in accordance with the provisions of the constitution."**

**The Governor's report says that the Ministry had by a series of acts of maladministration, corruption and misuse of power tried to achieve partisan ends.**

**Reuter reports: Tamil Nadu was one of only two Indian States with provincial governments opposed to Prime Minister Indira Gandhi's ruling Congress party.**

**The DMK dismissal was the most dramatic action taken by Mrs. Gandhi since she clamped the country under an internal emergency seven months ago.**

**Although the move had been widely expected since the emergency, most people here were surprised by the timing since the DMK Government had only about seven weeks left before the end of its second five-year term of office.**

# UNCTAD split over trade with Common Market

BY OUR OWN CORRESPONDENT MANILA, Feb. 1.

THE United Nations Conference on Trade and Development (UNCTAD) Group of 77 begins its preparatory ministerial meeting here Monday with signs of a major split between the major blocs over preferential access to the European Economic Community's markets.

The African bloc has so far refused to give up its position which gives its members preferential access under an agreement negotiated last March between the 44-nation African-Caribbean-Pacific bloc and the EEC. Officials working on the agenda for the talks which are aimed at hammering out a common stand in preparation for the fourth UNCTAD session in Nairobi, Kenya in May have so far failed to bridge the gap.

On the final day of the preparatory senior officials' meet on Saturday, UNCTAD Secretary-General Gamani Corea said that discussion at the ministerial meeting will centre round the group's problems in the areas of trade, commodities and debt.

Mr. Corea added that both the ministerial meeting and the Nairobi agenda have been trimmed down to eight development issues: trading of commodities; trading of manufactured goods; transfer of technology from developed to developing nations; money and finance; co-operation among developing countries; the issue of least developed and landlocked island nations; trade with socialist countries, and the wider question of the future role of UNCTAD in a restructured United Nations.

An integrated programme for commodities has been drawn up by senior officials and will be discussed by the ministers which includes the establishment of a buffer stock scheme, and of a common fund for financing such a scheme. Corea said the $3bn. commodities fund will include commodities ranging from cocoa, jute and vegetable oil to tin, phosphates, cotton and cereals.

The aim of the scheme is to prevent wild fluctuations in the prices of vital raw materials that constitute the group's chief exports and money earners, which lead to financial losses or heavy foreign borrowings.

The Ministers are also expected to seriously consider the Asian and African blocs' proposal for the establishment of the International Ban for Debt Redemption (IBDR). The new international financing institution is hoped to ease difficulties of the third world in paying their debts to developed nations. According

# Argentine guerillas in battle

URBAN guerillas attacked a police academy in La Plata, south-east of here, early to-day but were beaten off with heavy casualties, police sources said, Reuter reports from Buenos Aires.

Navy marines and Army infantry were called in to help police hunt down fleeing guerillas and shooting was still going on six hours after the start of the attack, the sources added.

The official news agency Telam quoted informed sources as saying many guerillas were believed killed.

About 50 members of the dissident Peronist Montoneros group took part in the initial attack on the academy. The guerillas managed to take over some guard posts, but were not able to penetrate the central area of the complex. Troops with helicopter support were called in to cut off their retreat, Telam said.

## Nkomo reaches London for Callaghan talks

The leader of the Black African National Council (ANC), Mr. Joshua Nkomo flew in to London from Nairobi yesterday for talks with Mr. James Callaghan, the British Foreign Secretary, on the latest situation in Rhodesia.

Meanwhile Mrs. Judith Acton, daughter of Mr. Garfield Todd, the former Rhodesian Prime Minister who is being temporarily let out of detention by the Smith regime to visit Britain, said her father will definitely return to Rhodesia.

## Zambian price rises

The Zambian Government has announced massive price increases on mealie meal, fertiliser, milk and rice, totalling more than 100 per cent., effective from yesterday, our Lusaka correspondent writes.

The new prices, which are expected to bring strong reaction from members of the public, come immediately after President Kaunda declared a State of Emergency throughout the country. On Friday the Minister of Finance, Mr. Luke Mwananshiku, announced price increases on petrol, beer, spirits

# reece rejects EEC 'conditions'

UR OWN CORRESPONDENT ATHENS, Feb. 1.

; has informed the EEC ; not prepared to become ember of the Community lliating terms, and that withdraw its application the Ministerial Council EEC adopt the Commis- port which last week set conditions for Greece's ship.

Constantine Karamanlis, me Minister, conveyed ews to the ambassadors ting the nine Common countries who he sum- o his office yesterday.

Premier told the ambas- that the Commission's endorsement of application for full ship (submitted last contained points which rally and politically un- le. An official announce- d the Premier protested the attitude taken by the sion and the arguments it raised to postpone Greece's entry.

The announcement said Mr. Karamanlis reminded the Ambassadors that their Governments had not attached any conditions when they encouraged Greece to apply for full membership. He expressed the hope that the Governments of the nine member nations will "rectify the error of the Commission."

Premier Karamanlis said that while Greece was unable to force its way into the EEC, it would never agree to become a full member if this were to be done in a way which offended the dignity of the Greek people.

Although the Commission said that the EEC did not wish to become a party in Greece's disputes with Turkey (over Cyprus and the Aegean), an official announcement denied Press reports that the Government considered the Commission's stand to be the result of pressure by Nato and the U.S. to twist Greece's arm to return to Nato's military structure and to settle its disputes with its neighbour (also an associate member of the EEC).

There are those in Greece who say that the Government is now paying for its effort to make domestic political capital from taking Greece into the Common Market hastily. They agree that the EEC should guard the Greek Government against its own haste, which could damage Greece's economic interests.

Mr. Costas Thanos, an economist who recently made an appraisal of Greece's full membership in a report for one of the EEC Governments, believes that if the EEC is willing to grant Greece special loans of up to $3 bn. in the next five years to help make the necessary readjustments in its industry, agriculture and administration, full membership could be accepted without reservation.

# Comecon exports to U.K. slump

BY DAVID LASCELLES

BRITAIN managed to reduce its trade deficit with Comecon by nearly £150m. in 1975, but mainly because the U.K. recession resulted in greatly reduced demand for raw materials which make up the bulk of East European sales to this country. Apart from the Soviet Union and Poland, no Comecon country increased its imports from Britain, once inflation is taken into account.

Total U.K. exports to Comecon (excluding Mongolia and Cuba), were £584.7m., and imports £690.5m., leaving a deficit of £105.8m. By comparison, exports in 1974 were £428.9m., imports £678.7m., and the deficit £249.8m.

The most startling figures, as expected, are for the Soviet Union, which once again became Britain's main Comecon trade partner, replacing Poland. U.K. sales rose by over 90 per cent. to £210.3m., reflecting better political relations, but also the more aggressive attitude adopted towards the Soviet market by British business and Government alike. Soviet sales, by contrast, rose only 3.3 per cent. to £408.4m., suggesting a sharp drop in volume.

Although there is now a lull in Anglo-Soviet trade, the prospects look promising, with several large orders on the horizon, mainly for advanced technology in oil exploration, nuclear engineering and aviation.

U.K. sales to Poland rose 31 per cent. to £182m. and imports only marginally to £114.3m. Although Poland remains keen to trade the prospects here must be rated less promising, because of the country's mounting foreign debt and its growing insistence on balanced trade.

The remaining members of Comecon all slightly increased their purchases from Britain in money terms, but it is doubtful whether much progress was made in terms of volume. East Germany actually bought less (down £7m. to £32.5m.) confirming that trade with this country has failed to live up to the bright expectations of a year ago.

Britain's imports from Comecon remain static. In Bulgaria's case they actually dropped by nearly a half to £7.5m.

● The Soviet Union is not facing any bread supply problems despite last year's poor harvest. Deputy Trade Minister Viktor Bychkov was quoted as saying to-day. Reuter reports from Moscow. He promised uninterrupted bread supplies and steady prices in spite of news that the 1975 harvest had reached only 140m. tonnes, the worst for a decade and just two-thirds the target farmers were set by the Kremlin.

# IPLA meets stiff resistance

ANE BERGEROL LUANDA, Feb. 1.

Soviet-backed MPLA's e on Angola's southern meeting stiff resistance nilitary sources claim is South Africa still has on the southern front in of the rival FNLA-Unita of Huambo.

ources claim there is a African-led attempt to e MPLA away from the crossroads of Alto

week's optimism in that the Huambo capital oon be in MPLA hands dedly cooled.

ne northern front, the s reportedly putting up resistance to the MPLA , in an attempt to main- shold along the northern Angola running along e estuary.

anda, more shipments of anufactured heavy arms g unloaded, particularly nphibious troop carriers, e reportedly to be used for assault from the sea on final FNLA held points in northern Angola.

Politically, the MPLA political bureau, in a statement published over the week-end, ruled out once again any possibility of negotiating a government of national unity with FNLA and UNITA, such as the western supporters of the Huambo Government are pressing for.

In Zaire, a reported political congress of FNLA being held this week-end may represent the movement's final death throes, it is speculated here. President Mobutu's own domestic problems have been exacerbated recently by the return of his defeated troops from northern Angola, where they were fighting alongside Holden Roberto's FNLA.

Meanwhile, a number of foreign delegations have begun arriving in the MPLA capital in preparation for this week's commemoration of the 15th anniversary of MPLA's armed struggle for independence.

Over the week-end, three African countries signed air transport agreements with Luanda, Nigeria, Algeria and Mozambique, while Alitalia will become the third European airline to serve Luanda, after Portugal's TAP and France's UTA.

**MOSCOW, Feb. 1.**

**The Soviet Union accused U.S. Secretary of State, Henry A. Kissinger, of misleading Congress about Soviet involvement in Angola.**

**The accusation was made by the authoritative Communist Party daily Pravda in a weekly review of international events.**

**It is considered highly unusual for the Soviets to criticise Dr. Kissinger by name, particularly now in a time of sensitive negotiations on strategic arms.**

# nch Left btful on opean poll

ert Cornwell

PARIS, Feb. 1.

VO parties of France's munist Left both came weekend in favour of ections to the European nt—for which the target 1978—but both hedged roval with qualifications.

has never been much f the support of the s of M. Francois Mitter- it the Party's executive e made clear this week- it was insisting on two t conditions.

the elections should be basis of proportional tation. This, of course, flect the true weight of lists in French politics, ey are now probably the single party, far better present double round ystem, which is widely ive an unfair advantage ruling Conservative

cond point made by the pokesman, M. Claude -day was that European should not be used by . Giscard d'Estaing as a political tool—as a splitting the Socialists ir union of the Left e Communists, who are the principle of direct to the Strasbourg

f the same is true of -wing radicals. Their . Robert Fabre, insisted g should be by the same each of the nine EEC tates.

ent Giscard d'Estaing ally stepped in to help Watch Company—once dire financial straits, two years after a co-operative took it l won a long and r fight against bank-

atest trouble derives failure to meet the sales target set for the company.

ard d'Estaing has now that the company have normal aid channels ry.

# Fewer Jews seek visas, Soviet Minister claims

BY DAVID LASCELLES

IN A DETAILED report about emigration, the Soviet Union claims that the number of Jews applying to leave the country has dropped sharply, and that only a fraction are refused exit visas.

According to a published interview with Mr. Boris Shumilin, the Deputy Minister of Internal Affairs, 122,000 Jews have left for Israel in the last 30 years, about 5 per cent. of total Soviet Jewry.

But the flow is slackening off. Last year only 11,700 Jews emigrated to Israel, which was 50 per cent. less than in 1974 and 67 per cent. down on 1973.

According to Mr. Shumilin, only 1.6 per cent. of applications are turned down. But the person who has been refused permission can appeal or demand a review if his circumstances change. Last year 300 people managed to get a decision reversed.

Refusals, Mr. Shumilin said, are given on security grounds, or if the departure of the applicant is likely to affect "public order, health or moral standards of the population, or the rights and freedoms of others."

Applying for emigration does not "usually" affect the person's job or status, he said, except for applicants from defence enterprises or offices linked with State secrets. But such people can find other jobs by arrangement with their trade unions.

Mr. Shumilin attributed the drop in Jewish applicants to a world-wide decline in emigration to Israel (arrivals last year were 50 per cent. down on 1974, he claimed) and the security and employment opportunities offered by Soviet society.

# Schlesinger speaks out

BY GUY DE JONQUIERES NEW YORK, Feb. 1.

A STRIDENT appeal for a more vigorous American response to the growth of Soviet military power is launched in the latest issue of Fortune magazine by Dr. James Schlesinger, the former U.S. Secretary of Defence.

In his first extensive public statement since he was removed from the Pentagon by President Ford last November, Dr. Schlesinger argues that the U.S. has fallen into a dangerous complacency and has failed to recognise a steady shift in the military balance in favour of the Soviet Union.

"The West is clearly in disarray, and within a few years could actually be at bay," he writes. "Our current problems are inherently less tractable than those of the early post-war years. The underlying reality is that at no point since the 1930s has the Western world faced so formidable a threat to its survival.

"The U.S. to-day still represents the only potential counterweight to the military and political power of the Soviet Union. There is no one else waiting in the wings. There will be no deus ex macnina." U.S. failure to reassert its leadership will create a void into which the Soviet Union will move with increasing speed, he warns.

Dr. Schlesinger, who is now chairman of the Washington Study Group on National Policy Alternatives—a private think tank—vehemently decries the view that detente opens the way to a gradual reconciliation between the U.S. and the Soviet Union. From the Soviet standpoint, he says, it represents a tacit acknowledgment of the growth of Soviet power and a new channel for confrontation.

While Soviet military expenditure continues to grow, the U.S. military share of public spending has fallen to its lowest point since just before Pearl Harbour, he says. Soviet spending is now higher than that of the U.S. in almost all major categories of defence activity, according to intelligence estimates.

# The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

● COMMUNICATIONS

## Holds down the cost of telephone calls

ANY businessman or industrialist whose telephone bills do not exceed the £30,000 a year mark should take time off to consider using equipment which will tell him which departments or branches are particularly heavy on communications, which need more and where valuable time is being wasted in getting calls to and from—say—important overseas clients.

TIGER is the acronym for equipment which has had Post Office approval for 18 months and since then has found its way into the PABX's of a number of very well known names across the country.

Line capacities coped with run from 120 to a maximum of 1500—one example of the latter being at P & O headquarters. Ford Motor Company is another major user which has experienced savings of 10 to 15 per cent. in traffic since installation.

But the company which developed TIGER—Minster Automation—stresses that the purpose of the equipment is not just as a watchdog or "Big Brother" to prevent people from calling their home numbers when they need. Its function is to tell management just what each sector of a company's activities is costing in communications and whether the company is being properly served by the installation it has.

A further question the equipment can answer is whether or not a private line to a branch or branches can save the company money.

Its main asset could well be in the improvement it brings on answering foreign calls so that extremely expensive connection time is not wasted while the originator is traced.

Telephone Information for Evaluation and Review (TIGER) is based on a small DEC computer and collects phone data including extension, number dialled and duration of call on magnetic tape.

Analysis of the tape data can be carried out on IBM, ICL, Honeywell and Univac equipment or a bureau with overnight turnaround if desired.

STATUS is the name of the software package which handles the analysis and its cost together with that of the equipment connected to the PABX would normally be recovered in something under two years, frequently less.

Minster Automation, Mill Lane, Wimborne, Minster, Dorset (020-125 3283).

## Atlantic charges a problem

CURRENTLY, the Western Union approach to the European *PTTs for permission to operate* a transatlantic data transmission service is in limbo. All the European PTTs concerned have agreed, with the exception of the British PO.

It is unlikely that the cause of the delay is the PO's lack of willingness to countenance such a service, at least in principle. The cause may well have more commercial reasons. There are indications that the PO is thrashing out what its international data transmission policy should be, and that no agreement to the Western Union proposals is likely till a policy has been settled.

Transatlantic data transmission business is cutthroat—a *business in* which the published rates often bear little relation to reality. Though no official figures are available, it is believed that the majority of the business comes from special deals done with substantial users.

It is this which leads to the secrecy. Rate publication or the details of the costs of data transmission to a major user has been known to lead to poaching. It has been known for a user to be offered a substantial price reduction to the point where he will move the transmission point from one country to another. The losers in this struggle so far are generally believed to be the West Germans.

Hence the PO's unwillingness to discuss actual rates, even for *its new service* to Canada. The service runs at from 50 to 1,200 bits synchronous and at 2,400 bits asynchronous, and is provided by multiplexing between two gateways, Montreal and London. The circuits used are in CANTAT 1 and 2, with the Intelsat IV satellite used as standby. The PO claim savings for British customers of up to 10 per cent. on existing rates.

There is no equivalent service between the U.K. and the U.S. An unofficial set of reasons put forward by close observers are that first there has been much dissension on rates and facilities between the PO and the Americans, which has led over the last three to four years to much closer collaboration between the U.K. and Canada.

It is also believed that some of the traffic which would otherwise go directly to the U.S. now goes through Canada, rate differences making this economic.

Close observers have pointed out that while there are a complex of rules between the American and Canadian telecommunications operators which stop those who wish to take advantage of rate differences between the two countries from going from *one to the other and* back again instead of paying the higher rate that might result were the traffic to stay internal, these agreements do not operate when the traffic originates in a third country. And in any case, as one of the observers has sceptically put it, if a system in, say, Toronto, has a substantial traffic to Chicago, who is to know that this traffic originated in Europe?

## Messages from the top pocket

VOICE paging has been introduced into the Greater London area by Selective Audio Messages (SAM) based on Pye pocket receivers.

From five transmitter sites the service covers an area bounded roughly by Amersham, Luton, Brentwood, Farningham, Gatwick, Guildford and Windsor.

Each of the receiver units which measure only 3¾ x 2¾ x 1 inch and weigh seven ounces, listens out for its own call code and switches itself on with an alarm bleep alerting the subscriber that a message is about to be transmitted. When this has happened the unit automatically rests itself. The message *itself is repeated twice during* the transmission.

Towards the outer areas of the service zone tone signals only are received and the user then goes to the nearest telephone and contacts his office.

All the messages sent from control are recorded for easy retrieval within 24 hours and long term storage is for three months. The monthly rental per unit is £15. SAM is at 55 Chaseside, Southgate, London, N14 5BU. (01-882 6411).

● HANDLING

## Delivering powders and granules

AS AN AID towards reducing the high handling costs of delivering powdered or granulated materials previously transported in sacks or small units, Millers Engineering (Liverpool), in conjunction with an associated company, Edward Billington (Sugar), and with Bell Lines, has introduced a range of bulk container discharge equipment and services.

Bulk materials are fed into a large plastic bag housed inside a standard container, which is transported to site on the back of a tipping vehicle. At the destination, a discharge chute is connected, supported by the timber battens which position the plastic bag in the container.

Mobile rotary air seal and blower units, with an independent power supply, are coupled to the intake line, and the bulk material flows through the chute and air seal into the pneumatic conveying system.

Normal discharge rates of up to 15 tons/hr. are achieved, it is claimed, depending on the materials handled. Details from Millers Engineering, 2/4, Church Road, Bebington, Wirral, Merseyside L63 7PH (051-645 0812.)

## Cuts cost of liquids transport

LIKELY TO cut the cost of bulk liquid transport, a collapsible container, known as the "Conflex," has been jointly developed by Winn International Containers and British Hovercraft Corporation.

It consists of a flexible bag of nylon fabric coated with Du Pont neoprene synthetic rubber: the bag fits inside a rigid metal framework whose sides and ends fold down when the container is empty.

When full, the container holds 13.85 cubic metres of liquid of specific gravity up to 1.70, and measures 6.1 metres in length, 2.44 metres in width and 1.3 metres in height. When empty and collapsed the container is only 460 mm high, with the other dimensions unchanged.

Five folded-down containers fit into the standard cell of a conventional ISO container ship for the return voyage. The flexible bag can be made of other materials for specific liquids for which the properties of neoprene are not required.

"Conflex" containers can be filled by pressure through bottom connections or by gravity through top connections. All connections are designed to accept standard 45 mm hose couplings.

There is no ullage when the container is correctly filled, and baffling, which is usually needed for bulk liquid cargo containers, is not necessary because the filled bag is restrained by a polyester harness fastened to the container walls.

Purchase price of a container, including the flexible bag, is £3,000 (there are reductions for more than 10 containers). Winn also leases the rigid metal framework alone, at rates varying according to the leasing period and the quantity taken, but the bag is always sold outright, at a cost of £950.

Winn International Containers, London Scottish House, London Road, Barking, Essex (01-594 4641).

## Transport of solids in pipelines

THE FOURTH international conference on the Hydraulic Transport of Solids in Pipelines organised by BHRA Fluid Engineering will be held at Banff, Alberta, from May 18 to 21. Sponsored by BHRA in conjunction with the Alberta Research Council, the meeting will be presented with a series of papers dealing with mining and bulk conveying, plus contributions giving details of new work on friction, wear, pumping, and the economics of slurry systems.

Pilot plants have been working for several years in the German Federal Republic which combine two aspects of BHRA's work, jet cutting and the hydraulic transport of solids. At Ruhrkohle AG, coal is won with the aid of water jets, and then carried hydraulically in pipes; the combined operation showing a 15 per cent. improvement in output over conventional mechanised working. In the U.S., a full-scale test programme at the Werner power station, New Jersey, has *shown that a highly* concentrated coal slurry can be injected directly into boilers. Papers describing these systems will be presented.

Other practical subjects include the operational problems experienced in a 69-mile pipeline carrying a copper ore slurry, and maritime applications.

An introductory course in solids pipelining will be run prior to the conference on May 16 and 17 at Banff.

Details from BHRA Fluid Engineering, Cranfield, Bedford MK43 0AJ (0234 750422).

● *By agreement between the Financial Times and the BBC, information from The Technical Page is available for use by the Corporation's External Services as source material for its overseas broadcasts.*

● SERVICES

## Five firms in strain gauge deal

VERY often companies without detailed measurement and instrumentation knowledge need to measure strain in mechanisms, components of their product and are then faced with the prospect of dealing jointly with several companies at once — from the gauge itself through to data analysis.

Now, five companies have signed a marketing agreement to provide a new service embracing design, development, manufacturing and commissioning in all the relevant areas.

The team is led by Transducers (CEL) of Reading, who will tackle the gauge problems in conjunction with Tinsley-Telcon, the latter also contributing its digital strain indicating ability. Telemetry will be covered by Astech Electronics, dynamic strain measurement by S and P Aldridge Electronics, and data logging by Solartron-Schulberger.

The kinds of expertise that can be called on cover the development of strain-sensitive materials, specialised transducer design for unusual environments and complete electronics system back-up. Further details from Transducers (CEL), Trafford Road, Reading RG1 8JH. (0734 580166.)

● TELEVISION

## Takes the cameras anywhere

AMPEX is to introduce a high-speed, compact camera and recording mobile unit—the "Newsranger." The carrier for the unit is a six-wheel version of the Range Rover, and the body can accommodate one or more portable cameras and quadruplex video recorders, with audio and video mixing and monitoring facilities.

Newsranger meets the demand for a fast, rugged TV unit that would be practical to run both in congested city traffic and out on remote cross-country locations. It is expected to serve for location sequences in feature and documentary programmes, as well as for news and sports coverage.

As standard, the equipment of the Newsranger is one or two Ampex BCC-2 portable colour cameras, a VR-3000B portable quadruplex video recorder and a TBC-800 digital time base corrector. Video and audio mixing equipment and full monitoring facilities are built in.

There is space for a second video recorder. Optionally, the recorder/corrector combination can be replaced by an Ampex AVR-2 modular video recorder, or it can be augmented by an on-board microwave link to relay material for live transmission or recording at another location. If a studio-type camera is desired, the Ampex BCC-3 can also be supplied in addition to or instead of the BCC-2.

Ampex is at 72, Berkeley Avenue, Reading, Berks. (0734) 55341.



● WELDING

## Automatic spot weld gun

FIRST OF what is claim... the only range of its ... produced in the U.K., is ... operated pneumatically spot welding gun introd... Portable Welders, ... Road, Bicester, Oxon, ... (08692 3688).

It has a 17kVA retin... iated watercooled tra... and can weld up to a m... of 2 x 3.25mm. mild ... 2 x 1mm. aluminium, on ... reach electrode arms, ... mains requirement of 3... mounted in a 360 deg. ... ing ... which itsel... about its suspension ar...

The double acting ... square cylinder give... 320 kg. thrust via disc... acting on the moving ... rapid weld follow u... cylinder provides both ... and "high lift" stroke ... stage weld initiation is ... allowing for the ... be held until the ... required.

A 10-metre cable con... unit to a controller, w... vides synchronous integ... cuit programme ... phase shift heat ... thyristor switching and ... control. A wide varie... signs of electrode arms ... is available.

● SAFETY

## Sniffs for gas at many poi...

ANALYTICAL Equipm... multi-purpose alarm m... the detection of explos... Using a control con... possible to protect a ... locations from the ... lance point.

Sensors can be loc... 300 feet away from th... monitor, the design of ... flexible to extend to an ... of sensors. Each senso... of a semiconductor wh... to varying concentra... explosive or toxic gas... surrounding atmosphere.

"Gasguard" is conn... 220/240 volt mains su... buzzer with meter ... shows which sensor I... leak area. The sensor is ... at approximately 10 pe... the lower explosive lev... gas.

The company is at Gr... House, Winchet Hill, ... Kent. (Marden 425.)

# CONTRACTS AND TENDERS

# Building and Civil Engineering

## [£4]0m. port project started

[...] contracts have been let [...] £40m. Mina Sulman port [devel]opment project develop[...] which is being designed [and] supervised by Rendel, [Palmer] and Tritton.

[The] first contract for the [supply] of steel sheet piling and [...]ds has gone to Peine[...]ter AG for BD4.5m.; the [...], for the access road, has [been w]on by Consolidated Con[...]s Company for BD1.3m. [Contra]cts remaining to be [award]ed are for dredging and [c]onstruction of six new [...] and small craft harbour.

[Ren]del, Palmer and Tritton [are a]lso consultants for the [...]a-Sitra Causeway, the [...]ion embankment for [...] together with bridge [...]s, has recently been [...] The contract for the [...]rks is now out to tender.

## [...]m. piles [an]d pipes [...]ders

[...] Kenwest Engineering, a [...] subsidiary, has won [...] totalling over £2½m. to [...] tubular steel piles and [...] for the Dubai Dry dock, [Sullom] Voe oil complex, the Derwent scheme and the South Sea Outfall.

[The] Dubai Dry dock order in[volves] exporting 3,290 tonnes of [...]nd 24 in. outside diameter [...] The complex is being built [by] Costain-Taylor Woodrow [...]enture for the Dubai Dry [Dock C]ompany. Consulting engi[neers] are Sir William Halcrow [and Pa]rtners.

[Shetland] and Islands County Coun[cil] placed an order for 1,300 [tonnes] of 42 in., 36 in. and 30 in. [...]er piles and 730 tonnes of [...] and 36 in. piles for Crude Oil Jetty No. 1 at Sullom Voe, Shetlands. This is the first of three jetties capable of berthing tankers of 300,000 tonnes and over.

The company is also manufacturing and coating with bitumen Irvine Regional Drainage's southern sea outfall while for the River Derwent Scheme, for the Yorkshire Water Authority Eastern Division, 850 tonnes of 36 in. outside diameter pipe bitumen lined and sheathed is being supplied.

## Anchor bolt problem solver

THE NEED for a major contractor to solve a North Sea oil problem, and the ingenuity of a Glasgow firm, has resulted in a *new machine which will provide* an answer to one of the most important site problems surrounding major civil engineer projects—the need for low cost and safety in grouting anchor bolts in rock and concrete.

The new portable machine is called a pneumatic undercutter and can make annular grooves internally or taper existing holes, reducing the depth of hole necessary—or overcoming weak rock surface limitations.

Mr. D. T. Allan, the designer, also managing director of John Macdonald Air Tools, Glasgow, which will manufacture the new machine is to make an all-out sales drive in the U.S., because of its high export potential for offshore oil engineering.

British and American patents are pending on the equipment which reduces the cost of providing anchor bolts or rods in civil engineering applications.

Since the load that any anchor bolt will carry is usually determined by the strength of the bond between the anchor bolt and the parent structure (whether this is natural rock or concrete), this bond strength is consequently a function of the surface area as well as its surface texture, and—of course—the depth of the anchor bolt fixing hole. Therefore, if the surface texture of this hole can be improved, then the load per unit depth can be increased, thereby reducing the depth of hole required for a given load. This will result in reduced hole drilling time and consequently considerable savings in anchor bolt costs.

Applicable either to improve the surface texture of a drilled hole over its complete area, to widen the hole, to cut annular grooves inside a hole, or to provide a tapered bore, such that the hole diameter increases in proportion to the depth (that is under-reaming), it has the advantage of increasing all round safety on site.

Hole diameters from 77 mm. (3 inches diameter) can be treated using a standard compressed air supply for the entire operation. By providing a special head unit, the undercutter may be fitted to a conventional ("independent rotation") drilling rig in place of a standard diamond drill rod or rock drill bit.

John Macdonald Air Tools is on East Kilbride 21215.



## Gives the facts

ARCHITECTS and contractors and indeed anyone connected with the construction industry would find it hard not to find something of interest in Construction Industry U.K., a 240-page guide published by House Information Services.

The guide opens with a survey of the market and of the professionals who design and carry out the work and subsequently covers standards, testing, research, reports on construction and planning, legislation and building regulations.

Also very useful is a directory of organisations which could supply information or services to architects and planners and there is a list of all local authorities in the U.K. with addresses and names of key officials.

*Copies of the guide are available at £8 (plus 75p postage)* from the publisher at 1, Cresswell Park, Blackheath, London, SE3 9RG.

## Redesigning Lewis's Liverpool

APPOINTED by Lewis's to design major redevelopment work at the company's Liverpool store, the Howard Sant Partnership will soon start work on the £1.6m. (estimated) project.

Alterations include improvement to customer circulation by installation of new escalators and construction of new entrances. Replanning of the store will include complete refitting of the ground and second floors.

The executive architects for the building, work will be the Gearey, Blair, Weed, Dickinson Partnership of Liverpool.

Howard Sant Partnership over the past eight years has designed more than 2m. square feet of retail selling space. Recently it completed another project for Lewis's—the 27,652 square feet fashion floor of the Glasgow store, handed over on September 29 only 23 weeks after the brief had been received from the clients. The shopfitters were Benbow Shopfitting.

## Expanding overseas

Mears Bros. Holdings has formed a new company, Mears International. As a wholly owned subsidiary of Mears Construction it will undertake construction contracts overseas and the first branch has been established at PO Box 5156, Mina Sulman, Bahrain, in the Arabian Gulf.

## Factory to be expanded

OVER £6m. worth of contracts have been won by Shepherd Construction.

The largest, worth £1.3m. is for a factory for R. A. Lister Power Plant for the production of diesel generating sets at Thrupp near Stroud, Glos.

The factory, to be built behind the existing buildings will be 125 metres long, 43 metres wide and with a maximum height of 10 metres. A test hall in the new building will consist of 35 individually soundproofed bays.

An energy saving scheme has also been included in the test hall using electricity generated during testing to heat water for general space heating. This will supplement the normal boiler heating system.

Energy conservation will be part of further plans for the factory's power house where some of the company's largest generating sets manufactured will be installed. These plants will not only supply the whole of the factory's electricity but will also act as a proving ground for the equipment to show that the plant is capable of satisfactory operation for long periods under varying load conditions.

For Milton Keynes Development Corporation, the company has won a contract worth £743,767 for the Greenleys Local Centre, comprising ground floor shop units and a community centre, while the Oxford Regional Health Authority has awarded the company a £541,742 contract for a health centre in the grounds of Corby Maternity Unit and Diagnostic Centre.

Other contracts are for housing for Newport Borough Council, Gwent (£797,610); for a police station and law courts complex for the County Council of Hereford and Worcester, at Droitwich (£579,221); for the Property Services Agency storage facilities at Upper Heyford, Oxford (£351,961) and for Kraft Foods, Bristol, a £332,282 brick built steel-framed factory building at Station Road, Kingswood, Bristol.

For the Welsh Industrial Estates Corporation the company is to construct a £196,269 brick built steel framed advance factory, while for the Training Services Agency two buildings are to be erected, one at Whitehouse Road, Ipswich, and the other at Saville Road, Peterborough at a respective cost of £689,874, and £620,074.



## £2m. housing scheme

KIER, of French Kier, has won a £2m. contract to build a residential complex adjacent to Sunbury shopping centre at the London end of the M3 for the Metropolitan Housing Trust.

Work has begun on the two-year project, which consists of a 16-storey block of 63 flats and five blocks of four storeys, providing 62 maisonnettes. A four-storey car park, in reinforced concrete, together with access and service roads, completes the scheme. Architects are R. Seifert and Partners.

## Ice cleared at lower costs

SNOW AND ICE are a major problem on the sloping entrances to car parks and pedestrian subways. Manual clearing is labour-intensive and expensive. Moreover, a clearing gang's efforts can be undone in a matter of minutes. Buried electrical heating is the obvious answer to the problem, but if left on continuously is very costly to run. To reduce the running cost, most road and pavement heating is thermostatically controlled to turn-on the heating at a predetermined temperature. This method is adequate under low-temperature high-humidity conditions, but is wasteful of electricity when the weather is cold and dry and ice does not form.

Siemens has overcome this problem and produced a new ice detector that turns on the heating only when ice begins to form or snow starts to fall. When to turn on the heating is determined by a sensor working in conjunction with a ground thermometer. Both devices are built into a unit that is embedded into the heated surface. All that can be seen on the surface is a saucer-like disc about the size of a traffic stud.

The ice detector's principle of operation is quite simple: if the ground temperature drops to near freezing point, say 2°C, the sensor is warmed by a built-in miniature heater, which in turn melts the snow or ice that has collected around the sensor. When this happens the sensor becomes damp and its electrical conductivity changes, causing the heating to be turned on. The heating remains on until all the water around the sensor has evaporated; indicating that snow has stopped falling and the snow or ice on the ground has thawed. To continue heating the road or pavement after this is wasteful and therefore the detector automatically turns off the electricity.

Siemens, Great West House, Great West Road, Brentford, Middlesex TW8 9DG. (01-568 9133.)

## New factory for sterile products

AVON Medicals' new factory at Redditch New Town is stated to be the first to be built to standards agreed between the Department of Health and the trade association representing the manufacturers of sterile disposable medical products.

A single-storey 80,000 square foot building with an interior designed with large open areas, it has been designed to enable the medically clean process departments to operate with a minimum exposure to dust or other potential pollutants.

Main contractor is the Espley-Tyas Group.

## Two awards to Wood

W. H. WOOD (Hastings) has signed contracts for two projects worth over £729,000.

The largest, valued at £502,742 is at Hadlow, Kent for Solar Housing Society for 10 blocks of two-storey houses. Work is due to be completed at the end of March 1977.

The second project is for a development at Park Side Avenue, Bickley, Kent for Colebrooke Housing Group. This is the re-development on the site of an old tennis club and calls for 18 two-storey houses in traditional construction. Value of this job is £226,681 and completion is due in November.

## Buildings with their own brains

THE idea of monitoring the basic services and even some of the specific occupier's business functions within a big building is not entirely novel, but on the other hand not much equipment has yet been commercially offered.

Originating at ITT Regelungstechnik in Essen and marketed here by the corporation's Maclaren division in Glasgow is the SDC7000 system which is able to offer computer monitoring and control of any size of building or group of buildings.

Essentially the system consists of a central computer and its displays connected to outstations at which critical data is collected as demanded, sent back down simple wires to the computer and is then acted on either automatically or manually. Only one man is needed at the centre.

One of the main reasons now being put forward for this kind of system is that it can produce an overall cut in energy requirements through the proper control of heating, air conditioning and lighting. Extended plant operating life should also result, as should more efficient use of maintenance manpower since much more accurate maintenance schedules become possible.

## Lightweight panels

INDUSTRIALISED modular buildings developed by a Belgian company rely on an ingenious lightweight panelling arrangement which provides load-bearing, fire-resistance and sound reduction in one and the same structure.

The basic skeleton of each panel is a four-leafed clover section continuous tube which can be reinforced by the injection under pressure of polyurethane foam to give the sound and heat-loss resistance required. It is also possible to provide extra strength with a tensioned steel cable running around the frame.

The frames, which come in varying sizes to meet different building layouts, are linked by inserts and fillers and are faced with the appropriate internal and external cladding materials to permit extremely rapid assembly of structures once the footings and flooring are laid out. The panels themselves are filled with an insulant.

Many possible layouts for dwellings and other buildings have been worked out and a series of roof structures of varying patterns are possible.

Marchot Constructions, Ave des Hauts Taillis 5, 1330 Rixensart, Belgium.

## Fewer holes in the road

NORTH Thames Gas has pioneered a way of preventing some of the traffic delays caused by roadworks. Instead of carrying out maintenance work on large diameter gas mains by digging holes in the road every few feet, the job is done from inside the main.

This is achieved by using the *Weco-Seal system*—which can also be used to seal water mains.

This system, for which Avon Lippiatt Hobbs holds the sole U.K. licence, has been progressively developed in this country in conjunction with the British Gas Corporation and in particular North Thames Gas and the Avon Rubber Company, to form part of a total internal pipe reconditioning system.

Consisting of a 6-inch wide vulcanised rubber seal with a series of moulded lips, the Weco-Seal is held under pressure, bridging the pipe join, by steel retaining bands. A film showing how the system is applied has been made and is available from Avon Lippiatt Hobbs, Westbury, Wilts.

## Simple cure for damp brickwork

ROYAL Doulton has a simple, thoroughly-tested treatment for rising damp. The basis of the system is a range of glass-bonded porous ceramic tubes. These are two inches in diameter and of varying length, inserted into damp brickwork or masonry just about ground level.

Capillary suction draws the moisture to the inner surface of the tubes where it evaporates into the atmosphere.

Evaluation in selected districts has been carried out and on the basis of this several local authorities have already adopted the system as being an inexpensive means of renovating old properties.

Doulton Wallguard, 41 Blackfriars Road, Salford, Lancs M3 7BB, is a company formed to supply and instal the tubes. Manufacturers are Doulton Industrial Products, Filleybrooks, Stone, Staffs. ST15 0PU (078583 3241).

## IN BRIEF

Taylor Woodrow Construction (Midlands) has started work on a £1.7m. contract for British Home Stores for the construction of a six-storey building at the Arndale Centre, Shudehill, Manchester.

The Post Office have awarded Mowlem an £87,000 contract to drive a cable tunnel from Bird Street to Brook Street, London W.1.

A £302,000 contract has been awarded to Mears Construction for the erection and completion of flats at Brookvale, Runcorn.

The Land Securities Investment Trust has awarded George Wimpey a contract for a 9 storey office building at the junction of Buckingham Gate and Petty France, Westminster, London.

Unit Construction Company, an Alfred Booth company, has been awarded three contracts for houses and flats worth £5½m. by the City of Liverpool Corporation.

Lesser (Buildings) has been awarded a £262,000 contract by the Hertfordshire Area Health Authority, to design and build a staff dining room and principal hospital kitchens for the Queen Elizabeth II Hospital, Welwyn Garden City.

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MONDAY, FEBRUARY 2, 1976

# Cost of tax exhaustion

THE TERM "tax exhaustion" does not refer to the state of the individual citizen after he has wrestled with his tax returns; nor does it even refer to the state of his pocket after he has met his liabilities, even though both states of affairs would qualify for this description. Tax exhaustion has acquired a specific technical meaning in relation to the potential deterrent effects on investment of the Chancellor's stock relief for companies.

Until recently, one of the biggest threats to the profits and cash position of British companies was the levying of taxation on paper profits due to stock appreciation. This burden was largely lifted with the stock relief announced in 1974. Mr. Healey has just provided welcome confirmation that this relief will be extended in some form in the coming year. There is no realistic possibility of going back to the old basis unless inflation becomes a thing of the past; and it would be desirable for the Chancellor to announce in his Budget that the relief will be permanent, even if he cannot specify its exact form.

### *Gift horse*

But like many other concessions or reforms, this one creates fresh problems of its own. Mr. John Flemming, a leading monetary economist, has just calculated in a Paper entitled *Catch '76?*, published in the Institute of Economic Affairs, that very few companies will be paying any mainstream Corporation Tax in either 1975 or 1976 "and many expect this situation to continue for up to 10 years." The sum of depreciation, interest, and stock relief exceeded taxable profits for industrial and commercial companies in 1974 by at least 25 per cent.

There is a very good reason for looking at this particular gift horse in the mouth. Interest payments are allowable as a cost against corporate profits. If liability to Corporation Tax is exhausted, the effective cost of fixed interest borrowing is practically doubled. Any tax system based on income rather than expenditure provides an incentive to present as against deferred consumption. Devices such as allowing interest as an expense against tax, or "free depreciation" are ad hoc methods of offsetting this bias; and one does not have to be an extreme adherent of the high investment school to wish to see them maintained.

Mr. Flemming suggests some alternative methods of offsetting tax exhaustion. One would be to allow excess deductions against Advance Corporation Tax, as well as the mainstream variety. This would, however, have the side effect of reinforcing ACT, against which there are several objections of principle. Relief along these lines would also have an impermanent appearance. The simplest relief of all would be to make a cash payment to companies whose interest deductions exceeded their taxable profits. This has the virtue of being straightforward; but it does look too much like a subsidy and would risk bringing the whole subject into the political arena.

A more fundamental alternative is also suggested by Mr. Flemming. Interest could be confined for tax purposes to "real interest" free of the inflation element. By itself this would be an added burden on the corporate sector. But the other aspect of this reform is that recipients would also be liable to tax on "real interest only." This has been negative on fixed interest securities for the last few years. If owners of these securities were to be taxed on real, and not on paper, income, both corporate and Government securities could certainly be issued on a much lower yield basis.

### *Powerful case*

The advantage of this approach is that it would deal with several other problems at their roots. It would remove the incentive to gearing implicit in Sandilands and it would also make it much easier for both the Government and corporate sector to issue indexed securities. As another contributor to the IEA volume emphasises, there is a very powerful case for such securities, both to help finance the public sector debt, and to deal with the "bunching" involved in fixed interest borrowing in an inflationary period.

# Another try in Ulster

ONCE AGAIN there is a faint breath of hope in Northern Ireland—and once again everyone knows in advance that the most likely outcome is another failure. The 78 members of the province's special constitutional convention meet again tomorrow afternoon at the call of Mr. Merlyn Rees, the Secretary for Northern Ireland. He has suggested that if they do not reach agreement within one month something else will have to be tried. For this reason he has done his best to gloss over the strongly negative report produced by the convention at the end of its last sitting, in which, by a vote of 42 to 36, all idea of sharing power with representatives of the Catholic minority was rejected by the hard-line representatives of the Protestant majority.

### *Three matters*

This time, Mr. Rees has ordained, three specific matters should be on the agenda. The first is, how to provide for "partnership and participation"—which means power-sharing; the second is, to discuss what value there is in a committee system for the proposed executive; and the third is, to establish whether there is room for at least a temporary, or embryonic, agreement from which something more permanent might grow. Boiled down, these questions amount to asking the representatives of both communities yet once more: can you agree among yourselves?

The answer is the same as it has always been. If the representatives of the majority remain united in their determination to reject anything that the other side's most moderate politicians could accept as reasonable, there will be no agreement. But the Ulster unionists, under their many names and in their several factions, have not always been united; their political arrangements have seldom been monolithic. The breath of hope lies in the chance that the more realistic of them can be relied on to break away from the rest during the forthcoming round.

The most notable of the moderate Loyalists is Mr. William Craig, who has accepted the need for an emergency power-sharing Cabinet in which the mainly Catholic Social Democratic and Labour Party would be represented. During the last session of the convention Mr. Craig was unable to make much headway. His chance this time depends on whether just a few other members of the Loyalist coalition accept his approach: the best place to look might be among the Official Unionists, whose attitude is distinguished from the demagoguery of Mr. Paisley by a certain moderation.

### *Slender stuff*

The Protestant paramilitary groups are themselves divided on similar lines to the division within the coalition, and a move towards peace led by Mr. Craig or someone holding similar views would not necessarily be followed by the reaction that many people fear. The Protestant workers' strike that defeated the last power-sharing executive in 1974 may have been fuelled more by indignation at the idea of a "Council of Ireland" than by distaste for power sharing; if this is so there is now a change in that the British Government has so plainly abandoned the "Council of Ireland" proposal.

It is of such slender stuff that the present moment of hope is made. Few will need reminding how brusquely such hopes have been dashed on many occasions in the past. Yet this year has begun with a wave of murder that is worse than any start to a new year since the troubles began. A political solution is the only way to lasting peace. The British Government has little option but to keep trying until that message is received by the Ulster politicians in whose hands so much of the fate of their province lies.



The OPEC conference on price differentials which was due to resume yesterday has failed to do … **Richard Johns** examines the confusion which lies at the back of the decision to postpone the talks

# Market realities behind the oil producers' cash squeeze

THE ORGANISATION of Petroleum Exporting Countries conference which broke up after last month's terrorist attack in Vienna, has not, after all, been resumed. The United Arab Emirates had invited the oil Ministers to meet again in Abu Dhabi yesterday to continue the discussions on price differentials, which had become heated, before the terrorist attack on the OPEC headquarters on December 21. Algeria, Libya and Indonesia all stated that they could see no need for another session. Other Ministers are said to have pleaded that they had other engagements.

The UAE's main concern was, perhaps, to play host to a conference and persuade others that Abu Dhabi would be a suitable place for OPEC's headquarters if members decided to pull out of Vienna. In reality, the failure of the meeting to take place reflects the confusion and perplexity of the cartel on the question of differentials at a time when sluggish market conditions are putting pressure on some members to trim their prices.

In Vienna, Iraq stood accused of cutting the rates for its crude to boost sales. The charge seemed fully vindicated by the figures which showed a marked rise in the production of this Arab producing state totally at variance with the decline recorded by all other significant members of OPEC. Price maintenance was the formost aim behind the formation of the Organisation and remains one of its basic objectives.

With little prospect of a conclusive outcome to the debate at the present time, the majority of members would evidently prefer to leave the problem alone in the hope that by the summer—when the ministers meet again in Djarkarta—it will have been eased by worldwide economic recovery and a more buoyant market for oil.

## Distant past

Some members are feeling a financial squeeze as a result of lower production, increased spending and inflation. Over the past year all have been reminded of the close relationship between the demand for oil and the price which can be set for it.

Two years ago the fourfold increase in oil prices imposed in the last quarter of 1973 seemed sufficient to solve the financial problems of the producing states at least until 1980. The beginning of 1974 saw a spate of gloomy prognostications with even the Organisation of Economic Co-operation and Development, which was generally cautious in its estimates, projecting a total cumulative surplus of $400bn. by the end of the decade, most of it concentrated in the hands of the five main Arab producers of the Gulf.

Despite further price increments decreed in 1974, which raised per barrel revenue by another 26-27 per cent., the surplus was very much less than many forecasters had predicted, even though the successive price rises were sufficient to send the world economy into recession and the cartel was unable to spend even half what it earned. Oil income totalled $100bn.-$105bn. and the excess over expenditure was at least $55bn. Under the impact of higher prices, what had come to be regarded as the inevitable annual increase in oil consumption was curbed and OPEC production edged up only marginally by 0.6 per cent. The producing countries surprised most observers by their absorptive capacity, importing 70-75 per cent. more in goods and services than they had in 1973. Inflation, of course, was a significant factor, accounting for 25-30 per cent. of the increase, according to independent studies.

In the first half of 1975 the pundits again had to revise their forecasts downwards while the producing states became more and more preoccupied with inflation and the idea of indexing oil prices to counter it. By the middle of the year OPEC decided in principle on a system whereby the cost of oil should be related to the cost of the goods and services which member countries had to import. Already, the change in fortunes was fully apparent and the pressures for a substantial rise built up to a strength that Saudi Arabia, at last September's conference, found hard to resist. The 10 per cent. price increase then was very much a compromise, with the militants demanding 20 per cent. or more.

For the first three-quarters of 1975 the Bank of England estimated that OPEC revenue amounted to $77.8bn., an increase of about 19 per cent. over the comparable period of 1974. Until the end of September the surplus (after accounting for investments and loans) was reckoned to be $24.8bn., a fall of 37 per cent. on the previous year. Already, a number of calculations for the whole of the calendar year has appeared. Most recently, the U.S. Treasury put the collective OPEC surplus on current account at $41.65bn. for 1975 before aid disbursements and capital transfers.

Other estimates indicate the cash excess at $30bn.-$35bn. Nearly two-thirds of this sum would be accounted for by one country, Saudi Arabia, and much of the balance by Kuwait, UAE and Qatar. Gains made by other members would be regarded by them as coverage against increased import requirements or would have been set aside for specific development projects. Algeria, Indonesia and Ecuador were all in deficit.

OPEC enjoyed the full effect of the 1974 revenue increments throughout last year, receiving up to an additional 10 per cent. per barrel in the last quarter. At the same time, the value of member countries' imports is reckoned to have grown another 60 per cent. Against this, all but two of the 13 members saw their production fall. Detailed statistics for OPEC's total petroleum production for the whole of 1975 are not yet available. In the first 11 months, however, the average was around 27m. barrels a day, about 12 per cent. down on the previous year and equivalent to only about 70-75 per cent. of total production capacity.

Within the global figure there were marked variations. Most striking—and controversial—in the context of OPEC as a whole was the surge in Iraq's production. This state does not publish up-to-date statistics, but in its last issue Petroleum Intelligence Weekly estimated that Iraqi output in the first 11 months of 1975 was 23 per cent. up on the previous January-November period.

It is understandable that Iraq has pursued such a policy given its ability to digest revenue. In 1974 it accumulated an excess over expenditure of about $1.8bn. Despite increased oil production, its international liquidity, as reported to the International Monetary Fund, declined by nearly $800m. in the first eight months of 1975, from $3.37bn. to $2.42bn. Last summer it resorted to the Eurocurrency market for the first time, raising $500m.

Neighbouring Iran will also be in deficit during its current financial year (ending in March). The change in its fortunes has been even more dramatic given the revision of its 1972-8 Fifth Five-Year Plan as a result of the OPEC price increases. Having envisaged borrowing of $6.5bn. over that period, it was suddenly possible to contemplate a surplus of $17.7bn.

Following a surplus of $5.2bn. in 1974-5 (after liquidation of $1.3bn. of its more onerous debt liabilities) Iran now expects a deficit of $1.7bn. in 1975-6. A forecast 11 per cent. increase in revenue would not be sufficient to cover a 70 per cent. rise in payments on current account. Iran's oil production in the last calendar year was down 11.2 per cent., particularly because of the lack of demand for its over-priced heavy crude.

Perennially short of foreign exchange, Indonesia saw its international reserves climb from $807m. to $1.49bn. in 1974, but they had fallen to $569m. at the end of August, 1975. Overall last year, Indonesia borrowed no less than $1.1bn. in the Eurocurrency market. Algeria raised $500m. in this way, having been able to avoid such financing in 1974. Helped by a downward adjustment of prices to a more realistic and competitive level, Libya maintained its production at almost the 1974 level, despite a drastic Government-imposed cut last September.

The pressure on its resources can be seen from the fact that its international liquidity fell from $3.61bn. to $2.02bn. in the first nine months of last year. Venezuela's rose from $6.51bn. to $8.66bn. in the same period, but the additional funds would have been largely—if not wholly—placed short-term and earmarked for the State investment fund. The country, Latin America's leading producer, is planning to borrow on the Eurocurrency markets this year.

Up until the end of November, Nigeria's production was running 22 per cent. below 1974's level, largely as a result of the Government-decreed cutback in the early part of 1975. Reserves fell from a high point of $6.67bn. in May to $5.66bn. in September.

## Category to suffer most

Only the four Arabian producers which have always been seen as the long-term surplus states, Saudi Arabia, Kuwait, the UAE and Qatar, could regard the turnround in the situation with equanimity. As it was, in the course of last year the UAE and Qatar had to seek clearance from OPEC for reducing previously ordained sulphur premiums on their light crudes when liftings fell drastically. In October, Kuwait lopped 10 cents off its heavy crude, its sole variety and the category which has suffered mo… market forces in recent… with the low demand … oil.

Even with its … 10 per cent. down Kuw… have generated a … account surplus of … which a significant pro… will have gone on aid … ments. These totalled … in the first half of th… With its output margin… the UAE can hardly hav… the year much worse … in 1974, when revenue … imports by $3bn. This b… surplus of $1.8-$1.9bn… capital transfers. Qata… ably ended 1975 with … $1bn. or more on … account.

Standing alone, howev… Saudi Arabia, whose out… by 16.5 per cent. last ye… Kingdom was prepared t… the "swing" producer, … ing the greater part of th… in demand, but still gen… a huge surplus. After a… ing for aid disbursement… $1bn. in the first half … unlikely to have been le… $18bn-$19bn., which wi… been well over half the … tive total.

At the OPEC con… last September, the mo… vincing argument for … tion put forward by … Ahmed Zaki Yamani … Saudi Minister of Oil, w… the sluggish market co… bear the increase of … cent. or more demanded … militants. While the all… about the Iraqis under… fellow producers do… the one-day debate in … ber, it seems that Ba… aim was to force a co… tion between other m… and Saudi Arabia over … question of a pro… programme. In line w… policy of price moderati… is something that Saudi … still refuses to contemp… to discuss.

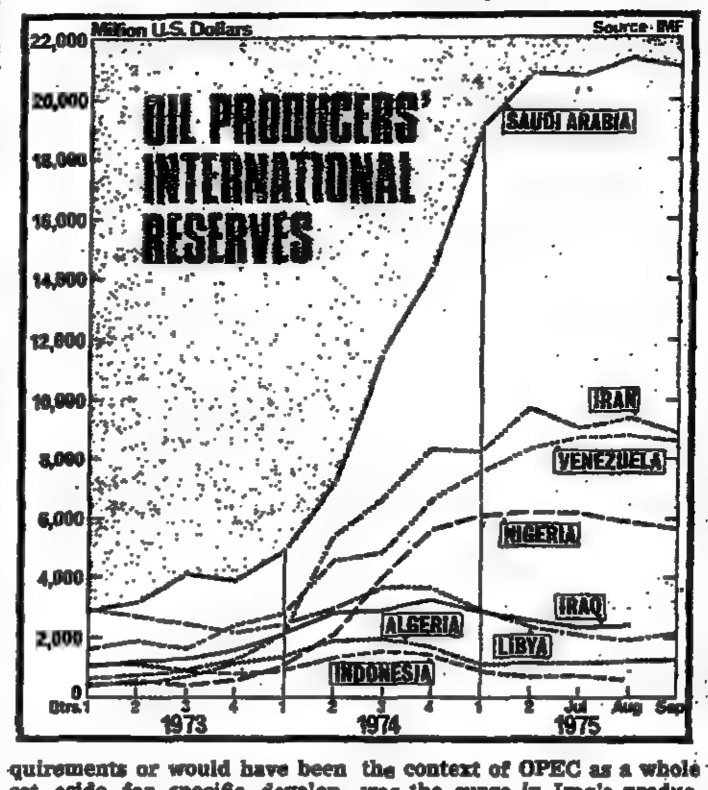
The consumers' depe… on Saudi Arabia's co… willingness to export fa… oil than its budgetary … and absorptive capaci… justify is striking. Yet … mains the Kingdom's … policy to use its out… stabilise prices.

Dr. Jamshid Amouzeg… Iranian chief delegate … cently expressed confiden… oil price increases "w… come possible again start… mid-1976" when an end … current price freeze wou… come feasible because … world-wide economic re… which OPEC as well as t… dustrialised countries … for. In any circumstance … difficult to see demand … picking up. Regardless … market, the financial … straints being felt by … members will inevitably … ate a strong head of stea… a substantial rise when th… Ministers meet next summ…

**OPEC PRODUCTION**
(M. of barrels a day)

| | Nov. 1975 volume | % Change from 1974 | Jan.-Nov. 1975 volume | % Change from 1975 | Useable* capacity |
|---|---|---|---|---|---|
| Saudi Arabia | 6.949 | −21.2 | 7.030 | −17.5 | 10.79 |
| Iran | 4.998 | −16.9 | 5.396 | −10.5 | 6.60 |
| Kuwait | 1.786 | −30.2 | 2.083 | −18.9 | 3.29 |
| Iraq | 2.126* | +16.5 | 2.264* | +22.9 | 2.60 |
| UAE | 2.047 | +33.9 | 1.678 | + 0.9 | 2.31 |
| Qatar | 0.556 | + 7.1 | 0.423 | −18.4 | 0.65 |
| Middle East Total | 18.462 | −13.1 | 18.874 | −10.9 | 26.24 |
| Venezuela | 2.000* | −29.0 | 2.396* | −19.9 | 3.00 |
| Nigeria | 1.954 | −12.7 | 1.768 | −22.2 | 2.63 |
| Indonesia | 1.423 | +17.2 | 1.364 | − 7.3 | 1.70 |
| Libya | 1.837 | +87.1 | 1.475 | − 5.9 | 2.50 |
| Algeria | 1.000* | +25.0 | 0.909* | −10.9 | 1.00 |
| Gabon | 0.195* | + 2.6 | 0.199* | +13.7 | 0.21 |
| Ecuador | 0.205 | +266.1 | 0.158 | − 2.5 | 0.25 |

* Estimated
Source: Petroleum Intelligence Weekly




# MEN AND MATTERS

### Changing John Brown

The last really important management upheaval at the John Brown engineering group was about a century ago, when the original John Brown departed after dissention in the Boardroom. Now, another round of significant change has started, though the participants are stressing this time it is of the peaceful kind.

When John Brown gave up his charge, it passed to the first Lord Aberconway, whose grandson is chairman to-day. His company has had its share of ill-luck these past few years, from the debacle of the new QE2's groggy turbines in 1969 to the £4.9m. loss suffered by the Constructors John Brown subsidiary a year ago. The trading position has begun to look up, but with his interim statement, 61-year-old Aberconway admits that quite apart from individual loss-making contracts, return on capital "has been far from satisfactory" and "past efforts to improve it have met with scant success."

All should change, the chairman declares. And he is pinning much of John Brown's hopes that it will on John Mayhew-Sanders, 44, who recently took over the chief executive role from Aberconway. Mayhew-Sanders became a JB director three years ago, having been told then he would eventually take over the running of the company which he joined after being "head hunted" from a firm of management consultants.

Mayhew-Sanders is relatively unusual in combining an engineering degree with a later qualification as an accountant. Which gives him a lovely line in conversation-priming: "I can tell engineers I am an accountant and accountants I am an engineer." Useful, premumably, for getting either lot off guard.

So from the group's charmingly-titled head office in Westminster, The Sanctuary, what does he plan for John Brown? Over the past year Mayhew-Sanders has put together "a plan of action" for all JB's activities, and the next step is to involve what Aberconway calls "some of our leading younger executives" in running the group rather than concentrating on their individual companies.

The current full year should see pre-tax profits better than doubled at £1.3m., but there are many miles to go. Mayhew-Sanders, however, has his target: a recovered business "within two years. We're well on the way to it."

### Advice for the Equity Bank

Arguments continue within the City (Scottish-based institutions having more or less given their disdainful thumbs-down anyway) on the issue of whether a so-called "Equity Bank" is needed as a new means of channelling private money into industry. But has the widest sort of advice been sought by those who would create the new animal?

The question is raised by the latest completed draft of the Working Party on Equity Capital for Industry. The working party is composed of representatives from investment trusts, unit trusts, the British Insurance Association, Finance for Industry, the life assurance associations and the National Association of Pension Funds plus Sir Henry Benson, the Bank of England's industrial adviser.

A helpful appendix note to the draft lists those who gave oral and written evidence. I count six merchant bankers; Michael Verey, Accepting Houses Committee chairman; two Stock Exchange men;


David Macdonald as chairman of the Issuing Houses Association; and clearing bankers Sir John Prideaux and Derek Weyer.

There is just one "outsider": Sir Donald MacDougall, described in the appendix simply as "Confederation of British Industry." In fact, he is the CBI's chief economic adviser, having previously had the same job description at the Treasury.

Whether a few representative industrialists and even a trade unionist or two were invited but couldn't make it is not made clear.

### German voice

On the heels of the CBI's choice of John Methven to run its affairs comes news of major changes in the way West German industry handles its relations with the outside world. Up to now, there have been two main organisations to do the work that, in the British context, comes under the CBI's capacious roof. The Bundesverband der Deutschen Industrie (BDI), composed of 39 member federations representing individual sectors, handles questions of economic policy, taxation, and overall Governmental actions as they affect business. The Bundesvereinigung der Deutschen Arbeitgeberverbaende (BDA), grouping companies in their other role as providers of employment, usually handle a wage policy and relations with the unions, as well as broader social issues.

German businessmen have recently been feeling their case has gone by default—indeed they were scolded publicly a few weeks ago by Chancellor Helmut Schmidt for speaking with too many different voices on different issues. That is all to change. The present BDA president, Hanns Martin Schleyer, will become president of the BDI, too. Though the change will not be carried out until 1979, the abrasive Schleyer can be expected to make his influence felt well before then.

A solid, tough-looking man with a bargaining reputation to match, Schleyer is a lawyer by training and a member of the management Board of Daimler-Benz. He'll be 61 on May 1, perhaps an appropriate birthday for the top capitalist in a country where the Social Contract has become almost an instinct.

For the moment, his future tenure of the joint presidency is being described as personal, with no formal merger of the BDA and BDI yet envisaged by either side. But his move will make Schleyer by far the most influential single spokesman for German industry since the war.

### Veg latest

Heard in a shopping precinct: "These days I'm thankful for small murphies."

*Observer*

**John Elliott** looks at likely effects of union recognition provisions introduced today under the Employment Protection Act

# A union bid for the managerial classes

of trade union claims wringing recognition ctant employers is weep across industry erce during the next s as the result of the of the Employment Act which come to-day. For some unions have been for this moment. ermination to push claims was well ed at the week-end ansport and General Union, which with bers, is the largest the country. The : "The union is con- pecting its member- mp by thousands in w months as workers cognition by hostile make use of their rights to have their gnised."

ie different areas of t which will now r a union onslaught, here is one which le the most conten- iotly debated claims. ie until now little area of middle it and professional ch as engineers and which is likely to major new growth trade unions in the n the same way that white-collar workers ade ago.

## holds

unions which have themselves in the r field will be using gislation to streng- existing footholds xtending their recog- closed shop arrange- the little explored ies of companies. It reason that the cur- y among the engi- essions is so import- uncil of Engineering is now recommending members of its affiliates, who are mostly chartered engineers, to join trade unions, while the well established TUC-affiliated Electrical Power Engineers Association is considering moving from its public sector area into the private sector as a general professional and management union.

## Wider package

The new Employment Act provisions which take effect to-day should, however, also be seen as part of the wider package of advances for unions and workers being progressively introduced under the Act. Provisions for employers to follow a consultation procedure before enforcing redundancies will follow soon, and there are many other individual and collective rights which themselves may well make trade union membership more attractive to existing non-unionists at all levels of industry. So will the growth of industrial democracy, which necessitates a "middle management voice."

The new institutions created to-day are a Certification Officer, who will run a general list of trade unions, plus a register of those he judges independent and a Central Arbitration Committee (CAC), which will take over various arbitration functions. Between the two is a new statutory procedure for the recognition of trade unions to be operated by the Advisory Conciliation and Arbitration Service (ACAS).

The recognition procedure really starts with the Certification Officer because it is only unions which he has certified as independent which can use the Act. This Officer is but one of the institutions set up by the Employment Act which bears a strong resemblance to those established under the old Industrial Relations Act. He is in fact the unions' and employers' associations registrar, but the TUC is too sensitive about the IR Act to let him be called that. He inherits from the old registrar the list of unions run for the past year or so by the Registrar of Friendly Societies. To qualify for the list a union merely has to show that it is an organisation of workers (or an employers' association) with the regulation of terms and conditions of employment as one of its principal purposes.

Being on this list qualifies the union's provident funds to be exempt from tax and allows the union legal exemptions over such points as breaches of contract caused by industrial action. There are some 400 unions on the list at present. From to-day these can apply to the Certification Officer—Mr. John Edwards, a former Department of Employment senior civil servant, who was in charge of preparing many of the new labour laws—to be given the status of an independent union.

Mr. Edwards will face many difficult problems here. In particular TUC unions are likely to try to stop his approving rival outside staff associations and some professional workers' organisations, while these outsiders may in some cases query the status of TUC unions. Mr. Clive Jenkins' ASTMS, the white collar section (TASS) of the Engineers, and the Bank Employees are likely to be in the forefront of those trying either to kill off existing staff associations or to stop new non-TUC unions from gaining ground.

Ranged on the other side are some 90 staff associations throughout the country, nearly half of whom belong to the Confederation of Employee Organisations run by the Rev. Paul Nicholson, a former ICI personnel manager and an indefatigable crusader against TUC domination. Then there are other organisations such as the U.K. Association of Professional Engineers and the Association of Executive Engineers, both of which sprung up under the IR Act but made little headway.

## Victory

Ranged alongside these two is the somewhat more successful Association of Professional Scientists and Technologists, which was created with the help of the Royal Institute of Chemistry about five years ago, has strong ICI links, and has just won a tactical victory in ICI with a ballot of 9,000 senior professional and managerial staff who voted by about four to one in favour of its being recognised—to the horror of ASTMS. There are several other staff associations and other organisations across industry—including two new ones aimed at recruiting middle management grades across the about-to-be nationalised aircraft and shipbuilding industries.

The TUC is so concerned about these developments, and about the impetus these organisations could gain from the new Act, that it has told its affiliates to have nothing to do with such outsiders. It is against this background that the TUC unions such as ASTMS will be fighting hard to stop their getting to the launching pad of being certified as independent.

Mr. Edwards, therefore, has to judge—since Parliament has twice decided against giving him detailed advice—what constitutes independence. The Act tells him that an independent union should not be under the domination or control of an employer and adds, more significantly, that the employer should not be in a position to interfere in its affairs. Free loan of offices in a bank's headquarters, or a general secretary's salary paid by the employer might count here, as would any right the employer had to attend union meetings or to be told of policy decisions.

Internal staff associations confined to one employer will also be more suspect than organisations with wider interests. TUC unions may also argue that independence cannot exist where there is too close a link between a union and a professional institution, whose members will range from company chairmen and senior partners down to ordinary employees and which may itself be employer-dominated. The TUC unions might well point to the report last week from the Council of Engineering Institutions to support this. The council came down against ASTMS and TASS while favouring the professional-based EPEA plus three non-TUC unions. But the report was prepared by a five-man employer-dominated committee which included only one trade unionist; he was a member of the non-TUC but favoured U.K. Association of Professional Engineers.

> **EMPLOYMENT PROTECTION ACT**
>
> **Provisions enforced from to-day**
>
> 1. Certification Officer starts work certifying independent trade unions which then enjoy various statutory advantages over other employee organisations.
> 2. Procedure introduced for independent trade unions to take employers resisting trade union recognition claims through a procedure run by the statutory Advisory, Conciliation and Arbitration Service.
> 3. Central Arbitration Committee set up with 25 employer and union nominees, an independent chairman and deputy chairman. The committee takes over the work of the Industrial Arbitration Board, carries out arbitration work for the ACAS, and provides arbitration at the end of union recognition disputes. Later, when other relevant measures are introduced, it will similarly arbitrate at the end of disputes over disclosure of information and the fixing of local pay norms.

## Procedure

From this potential hornet's nest the Certification Officer will make his judgments—which can be appealed to the Employment Appeals Tribunal to be set up in a month or so—and the successful union can then take reluctant employers to the ACAS. The procedure will then involve the ACAS trying to conciliate, not only between union and employer but between rival unions. If this fails it will conduct an inquiry and prepare a report. An employer who rejects its findings can then be taken, after more conciliation, to the CAC for arbitration on the pay and conditions claim which the union would have lodged had it been recognised. Whatever conditions are set will have to be paid for by the employer—who by that stage might well consider he would be better off with a recognition agreement.

In carrying out this work, the ACAS will have to decide which unions have the support of the employees involved. But it will also consider whether recommending that they should be recognised would be good for the concern's overall industrial relations. In the battle that is now developing in ICI between the APST and ASTMS, for example, recognition of the APST in the light of its recent ballot victory could harm industrial relations if ASTMS and the other TUC unions carry out a non-co-operation threat they have made. The point here is that established TUC unions do not like outsiders coming into their industries and making a bid for groups which they have earlier been unable to organise. On the other hand, from a company's point of view, admission of an apparently docile union may not be as profitable as it at first seems. First, there is a long record of newly-organised groups of workers behaving in unpredictable ways when not led by experienced industrial relations operators. Second, organisations which are basically concerned about boosting the level of a particular profession's salaries across industry, can be more disruptive to a company's internal wage structure than a union with broader interests within the company. Such considerations frequently lead to single-profession unions being rebuffed by employers—the BMA for example is often refused recognition for doctors by concerns such as London Transport.

But beyond this, industrial relations experts such as the former Commission on Industrial Relations have found it impractical to draw union recognition and collective bargaining boundaries according to people's professional or other qualifications.

The best boundaries follow the work that people do so that scientists, engineers, economists and managers who work together in a group are recognised in one union rather than several. Both the Council of Engineering Institutions and the Electrical Power Engineers Association—as well as others such as ASTMS—recognise this. It therefore now remains to be seen whether the existing TUC unions such as TASS and ASTMS manage to push upwards or whether, as the Council and the EPEA would argue, these higher grades need to be recognised by a different but broadly based organisation which understands their different attitudes and which recognises professional codes of conduct at least to the extent of guaranteeing membership ballots before industrial action is staged.

## Opposition

In all this the TUC unions will be most bitter and determined in their opposition to outside unions but they will also try to head off the EPEA through the TUC's inter-union Bridlington procedures. In characteristically flamboyant style, Mr. Clive Jenkins has a sizeable list of household company names—like IBM, and Michelin, as well as ICI—which he intends to put into the ACAS procedure as soon as possible.

His target, and those of his rivals within and outside the TUC, will be to harness the new and potentially militant interest in trade unionism among the higher income and professional groups which was best demonstrated by the doctors' industrial action of the past year. Historically indeed the actions of the doctors in putting militancy above the traditional interpretation of the ethics of their profession may be seen as a watershed in the development of trade unionism.

# Letters to the Editor

able for dividend, the Exchequer foregoes a further 37 per cent. income tax plus surtax of the remaining 48 per cent. which also amounts to a subsidy—this is to say nothing of the fact that the pension fund itself recovers all taxes deducted from its income. This indirect contribution by way of tax allowances must amount to an effective grant of something about 70 per cent.-80 per cent. from the Exchequer. The public services pensions, whether funded or not, are 100 per cent. paid by the Exchequer. I really cannot see therefore any justification for excluding pension increases (cost of living, reviews, etc., call it what you will) to occupational pensioners who are paid by way of a fixed annuity; inflation hits them just as hard as anyone else.

There must be many fixed occupational pensioners who by now have to suffer the indignity of applying for Social Security benefits, and it is worth mentioning that except for a derisory £1 per week, which is disregarded, the amount he would otherwise have received is reduced by the amount of his pension. This means that a man, together with his employer, may have contributed all his life to a pension scheme, and the amount may well run into several thousand pounds, to absolutely no purpose when compared with the man who did not belong to a pension scheme.

J. Poole.
*27, Eccleshill.*
*5, Durham Road,*
*Bromley, Kent.*

## Figure it out

*From Mr. T. Wegner.*

Sir, — For the past six weeks I have been trying to get an invoice typist. I received applicants from the Labour Exchange and from all the other employment agencies and I have interviewed at least 30 to 35 applicants.

I put the same question to every one of them. "Supposing you get a delivery note showing that we have delivered 1,560 shirts to a customer at the price of £1.65½ — can you figure this out?" The answer was "Oh, yes, I can — do you have a ready reckoner?" To which I replied "We only use them for checking and not for working out figures. The second question shot at me was "Do you have a calculator?" Again I said yes, but only for checking.

My further question was "Can you figure it out on paper with a pencil?" Out of all the applicants there was only one girl who could do it, and I engaged her. She is not British; she is from Thailand and she was not engaged because she is good looking but because she can do her job.

I have been to Holland and Germany during the past few days and I put the same mathematical problem to employees of the companies I visited. Mind you, I didn't ask the buyer to figure it out, I asked his secretary or any other employee. None of them asked me for a ready reckoner because ready reckoners are not known on the Continent. Nor did they ask me for a calculator because to them figuring out a little problem is considered to be an average performance for the third form pupil in an elementary school. They all figured it out in no time.

Learning multiplications or divisions or algebra or any other form of geometry and arithmetic is not only essential in order to solve problems in one's business life, but learning all these things is a brain training which produces efficient staff. People who grow up with ready reckoners and calculators do not sharpen their brains and are not sufficiently alert and knowledgable to solve the average problems of life in business and industry.

T. Wegner.
Wimbledon Tenniswear.
*Grafton House,*
*2-3, Golden Square, W.1.*

## Rate support grants

*From Sir Malby Crofton, Leader of the Council, Royal Borough of Kensington and Chelsea.*

Sir,—Mr. Stevens' letter (January 28) on rate equalisation in London is much to the point. For the next financial year the Government has allocated an extra £102m. in rate support grant to London in recognition of the special problems, both social and financial, which London faces. Of that extra sum, the lion's share is now to be transferred from the 12 inner London boroughs (plus the City) to the 20 outer London boroughs. Yet if we look at London's special problems, particularly housing, homeless families and children in care, we find an overwhelming concentration of these problems within the inner area. If we look at the average domestic rate paid currently in inner London as compared to outer, the figures for Westminster and Kensington are £224 and for outer London £157.

There is, of course, a heavy concentration of commercial property in the central area, mainly in the City and in Westminster. Yet these rateable values are equalised within inner London because the precept for education is based upon them and this accounts for a major proportion of the total rate burden. Taking Greater London, the GLC and police precepts, are also based upon rateable values and this therefore goes some way towards equalising these values throughout London as a whole.

What is really needed is a more refined system of allocating rate support grant as between individual authorities. I have long argued that each local authority should enter into a five year planning agreement with the Government under which each would have to justify its expenditure and its needs and be given its rate support grant taking those and its resources into account. Planning agreements make little sense in industry which is subject to world market conditions, but they make sound sense in the field of local government where programmes, staffing and services can be predicted, subject only to political changes, over a period of time.

Malby S. Crofton.
*Town Hall,*
*Kensington, W.8.*

## London's fares

*From Mr. T. Alexander.*

Sir,—It is of course natural for the public relations department of London Transport (January 27) to spring to the defence of the *status quo*, at the mention of outrageously high fares.

In 1972, Mr. Horace Cutler, who was then an administrator of London Transport, informed me that a flat rate Underground fare was calculated to be 14p, which was more than the public would tolerate. (The figure now is of historical interest following repeated steep increases.) This was in answer to a complaint by me, triggered by the following incident: I had queued at Notting Hill Gate Underground to buy a ticket (the system precludes getting this on a previous day when there are no queues), was recalled at the ingoing barrier by an official who wished to clip the ticket, which was subsequently inspected by a twosome of inspectors on the train. I emerged at Green Park, Noah's Ark-fashion, through the congestion caused by restricted exit where officials rechecked dates and fares, pocketing any underpayment they could spot. I pondered that all this attention was costing me money.

The perpetuation of these antiquated systems, relics of an age when labour was cheap and plentiful, possesses a degree of old-fashioned charm (nice to be recognised by a touch of the forelock at your suburban station) but require extra cash from somewhere. New York and other modern systems work on a flat rate undated ticket, required to admit the passenger to the network. One man or machine and turnstile dispenses with the need for further controls. Apart from New York buses (on which transfers enable you to travel ten miles or only a block, for a fixed price) the London Transport PR officer was unable to quote comparative foreign passenger/mile rates. As pointed out, subsidies can vary; but wastefulness is costly and London Transport gets the prize for this.

Until we overcome our smug insularity, sweep away ridiculous antiquated methods (reinforced by unnecessary and expensive modern passenger control machinery) and rationalise, I am afraid London Underground fares will remain the most expensive per passenger mile in the world, and I challenge London Transport to disprove this statement.

Theodore Alexander.
*63, Prebend Gardens, W.6.*

## Voice of the small firm

*From the chairman, CBI Smaller Firms Council*

Sir,—Were Mr. Simeons (January 28) a member of the CBI, as are some 4,000 individual smaller companies, in addition to thousands whose voice is heard through the many trade associations in membership, he would have received, under cover of a letter from our president, the full text of the Report of the Committee of Enquiry into the CBI's Aims and Organisation which proposes the setting up of a President's Committee. He would then have seen that I, as chairman of the Smaller Firms Council, will be a member of that committee. It took very little persuasion from me and other smaller firms spokesmen to convince the president that smaller firms could in fact make so useful a contribution to this committee that someone in addition to myself should also be invited to serve from the smaller firms sector.

Thus, contrary to Mr. Simeon's belief, there is very adequate room for smaller firms' views at *all* levels in the CBI. That is why so much of the specialist work is concerned with matters which are of crucial importance to the smaller businessman, for example, how to reduce the weight of current legislation, much of which is irrelevant to our prime task of helping to create the country's wealth, capital transfer tax and wealth tax. Indeed without the well-researched evidence prepared by the CBI on the effects of the wealth tax as proposed on smaller firms I doubt very much whether we would have achieved the present very welcome breathing space on this particular issue.

T. R. S. Lyon.
Confederation of British Industry,
*21, Tothill Street, S.W.1.*

## The Mondragon co-operatives

*From Lt.-Col. A. E. H. Campbell.*

Sir,—Robert Oakeshott (January 27) mentions the Mondragon co-operatives in the Basque area of Spain. What is interesting about that organisation is its bank, which started in a small office in 1959 with £2,000 capital and some £17,000 of savings deposits, and which to-day has 54 branches and a surplus of funds.

This workers bank made its income from financing the expansion of worker owned businesses, by lending money against work capacity. This is also the principle of hire-purchase, the success of which has resulted from the discovery that (in the right conditions) the individual buyer of domestic capital goods on HP very rarely defaults. What the Basques did was to amplify and modify this technique so as to apply it to the collective purchase of business capital assets.

In both cases, the lender's money is secured on the fact that (vide Adam Smith) work capacity is the main source of capital. This security, however, depends on the willingness of borrowers to maintain payments when things are difficult, which is in turn dependent on the effective enjoyment of ownership. This is why the Mondragon Basques found it necessary to devise a system of giving individual capital credits to their co-operative members, whenever they voted to sacrifice business income in favour of reinvestment.

Your readers, who may doubt all this theory, should go and see the big prosperous Mondragon factories—and the balance-sheet of their workers bank!

Alastair Campbell.
*Ord House Cottage,*
*Muir of Ord, Ross-shire.*

## Conveyancing costs

*From Mr. A. Donovan.*

Sir,—I read with interest Mr. Philip White on conveyancing costs (January 29) and note the reasons he gives why these are relatively low in British Columbia

I wondered if he would care to comment on the fees charged by real estate brokers/estate agents? My experience of residential property transactions in North America suggests that the vendor is charged as much as 6 per cent. on the sale price; this is some three times the amount which would be charged in this country.

Is the property sales system in North America a "conspiracy against the American public?" Or is the much criticised system in this country really a low priced service to the public?

A. F. Donovan.
*"Saffrons,"*
*31, Stanhope Road,*
*Croydon, Surrey.*

## To-day's Events

**GENERAL**
The Queen inaugurates National Exhibition Centre, Birmingham, and afterwards tours International Spring Fair, its first event.
Prime Minister attends Overseas Bankers' Club dinner, Guildhall, E.C.2.
Mr. Anthony Wedgwood Benn, Energy Secretary, speaks at Coal Industry Society lunch, Hyde Park Hotel, S.W.1.
CBI Employment Policy Committee meets, London.
Independent Programme Group holds first meeting on European defence co-operation, Rome.
New procedures for arbitration and for trade union certification and recognition contained in Employment Protection Act now in operation.
Greek and Turkish delegations in talks on oil reserves, Berne.
Lord Orr-Ewing, chairman, Metrication Board, officially opens International Hardware and Housewares Trades Fair, Olympia.

**PARLIAMENTARY BUSINESS**
House of Commons: Mr. Edward Short, Leader of the House, moves motion to refer the case of Mr. Alan Grimshaw, a former NCB employee, to the Committee of Privileges. Debate on procedure. Consideration of Community Land (Excepted Development) Regulations.

**COMPANY RESULTS**
Prestige Group (full year).

**COMPANY MEETINGS**
See Week's Financial Diary on Page 6.

**OPERA**
Royal Opera production of Benvenuto Cellini, Covent Garden, W.C.2, 7.30 p.m.

**MUSIC**
Henry Mancini and London Symphony Orchestra, Royal Festival Hall, S.E.1, 8 p.m.

# COMPANY NEWS + COMMENT

## White Child profit better than expected

DESPITE much worse conditions in the second half, White Child and Beney, the plastics and container manufacturing group, has achieved pre-tax profit of £947,035 for the year to September 28, 1975, compared with the forecast of at least £850,000, and with £1.1m. for the previous year. At half-way, the profit fall was from £525,900 to £510,000.

The net dividend total is lifted from 2.75p to a maximum permitted 2.934p per 25p share, with a final of 1.734p and, in addition, a 1-for-10 scrip issue is proposed for holders registered March 1. Stated earnings per share were 7.06p against 8.03p.

And chairman Mr. R. W. O. Beney reports that current trading shows signs of better demand—he expects to forecast 1976 results at the AGM on March 31. The balance sheet has been considerably strengthened and liquidity improved, he adds.

Foreign currency loans have been fully repaid and an exchange loss of £225,104 absorbed.

| | 1974-75 £ | 1973-74 £ |
|---|---|---|
| Sales | 9,974,676 | 11,260,049 |
| Trading profit | 1,162,571 | 1,345,687 |
| Bank, etc., interest | 215,536 | 239,198 |
| Profit | 947,035 | 1,106,499 |
| Tax* | 470,733 | 564,602 |
| Net profit | 476,302 | 541,897 |
| Dividend | 197,946 | 195,531 |

* Includes deferred tax £114,000 (£231,692).

### ● comment

Never one to miss a forecast, White Child and Beney has emerged over a tenth ahead of its interim "minimum" prediction, incorporating a second-half pre-tax profits decline of 25 per cent., to finish 14 per cent. lower on the year. Plastic raw materials have suffered most, with a fall of a quarter to 29 per cent. of trading profits, but materials handling has also eased despite a strong showing from containers, thanks to a second-half decline in demand for supermarket equipment. Trading margins have held fairly steady throughout the year, despite the downward trend in sales, as the group cut back on expenses to compensate for the loss of volume. Working capital, meanwhile, has been cut by £200,000 and cash balances have increased by £350,000 to £400,000 net borrowings are now only 40 per cent. of shareholders' funds. An improvement in demand should underpin the share price at 50p, where the p/e is 6.8 and the yield of 9.4 per cent. is covered 2.4 times; but since the GPG bid was rejected at a similar price two year sago, the market has risen by 50 per cent.

Statement Page 26

### DIVIDENDS ANNOUNCED

| | Current payment. | Date of payment | Corresponding div. | Total for year | Total last year |
|---|---|---|---|---|---|
| White Child | 1.73 | April 3 | 1.55 | 2.93 | 2.75 |

### MUAR RIVER DOWNTURN

Estimated pre-tax profit of Muar River Rubber for the first eight months of the year ending March 31, 1976, was nearly £300,000, or about 25 per cent. less than the comparable previous year period.

Profit from rubber has been less than the previous year, reports chairman Sir John Barlow, but the recent increase in the price should enable a higher rate of profit in the remaining four months, he adds.

Rubber crop for the nine months to December was 3,197,405 (3,207,838) kilos and net realised price for the eight months to November 22.90p (23.89p) per kilo.

## Burco Dean long term confidence

PRESENT TRADING conditions are difficult for Burco Dean, and first half results may be disappointing, but longer term the directors are "strongly confident" about the company's future.

Stating this in his annual review the chairman, Lord Hewlett, reports that progress in the selected fields continues, and heavy investment will be made this year to take advantage of the expected improvement in the economic climate during 1977 and thereafter.

By the end of the current year it is hoped that a European mainland base will have been established. Lord Hewlett stresses, however, that the company is being adversely affected by severe distortions, caused to its markets, by Government intervention.

For these and other reasons he says he is bound to counsel caution against too much optimism short term.

As reported on December 12, group pre-tax profit increased from £1.03m. to £1.43m. in the year to September 30, 1975, and the dividend is 3.026452p (2.835972p) net. The company manufactures domestic and industrial appliances.

The overdraft increased by £32,993 (£451,652).

Charente Steam-Ship Company beneficially owns 20.05 per cent. of the Ordinary.

### AMALGAMATED STORES

The Stock Exchange listing of Amalgamated Stores, the troubled menswear retailing group, has been suspended pending news of a reorganisation. The Ordinary shares have recently been marked at 4½p.

## Demand improves at Deanson

THERE HAS been an improvement in demand for products at Deanson (Holdings) since its year-end, but in the present economic climate the chairman Mr. D. M. Dean will not forecast for the rest of the year.

During the year it is planned to spend some £0.2m. on new equipment to improve production methods, and to raise capacity to cope with additional demand as and when the recession ends.

"We are confident that we will be able to finance the expenditure from our existing resources," the chairman tells members.

As reported on December 22 turnover rose from £1.69m. to £2.16m. in the year to September 30, 1975, and pre-tax profits increased by 25.6 per cent. to a record £242,195. The dividend is 1.89p (1.775p) net.

Printers and manufacturing stationers contributed 81.3 per cent. of turnover and £197,007 of pre-tax profits, with the remainder coming from distributors of adhesive tapes.

The directors have limited their commission to 1973-74 levels. They would have been entitled to a further £3,695.

Meeting Birmingham on February 24 at noon.

## Difficult year for Cronite

THE chairman of The Cronite Group, Mr. K. F. Ward warns that the current year will be far from easy and says it seems inevitable that earnings will be reduced.

The severity of the world-wide recession has reduced orders, production levels and margins. There are signs of recovery but the chairman feels it is too early to say whether this will be sustained.

However, he remains confident about prospects and the group is in a "good position" to benefit from a revival in world trade.

As reported on December 9, taxable profits before exceptional items for the year ended September 30, 1975 rose 22 per cent. from £243,887 to £296,734 and the net dividend is lifted from 2.26125p to 2.41875p per 25p share.

An analysis of pre-tax profit shows castings, fabrication and associated services contributed £231,000 (£163,000) and metal merchanting, £66,000 (£81,000).

Metal prices are expected to rise significantly in the first quarter of 1976 and this, with other factors including the financing of the group's capital investment programme and settlement of tax liabilities, will result in a cash outflow during the current year.

The group has currently unused overdraft facilities in excess of £500,000 which are more than adequate and the cash position is sound, the chairman stresses.

Direct exports again rose strongly from 27.2 per cent. to 32.9 per cent. of total sales and it is intended to develop further the group's business in overseas markets this year.

The statement of source and application of funds shows a £203,544 increase in cash and bank balances against a £204,956 decrease in 1974.

Meeting, Solihull, February 24.

## Glanvill Enthoven advance

PROFITS BEFORE tax of international insurance brokers Glanvill Enthoven, rose from £1.2m. to £1.55m. in the year ended September 30, 1975. After tax, etc. the available balance came out at £0.78m., against £0.55m.

Of the total brokerage income—ahead £1.29m. to £6.6m.—some 47 per cent. was earned overseas. Chairman Mr. G. R. Allardyce says foreign currency earnings of the London based and overseas subsidiaries represented a valuable and stabilising feature in the group's operation.

It is intended that a growing proportion of group income should emanate from overseas. The purchase by Corroon and Black of 35 per cent. of the Glanvill capital presents the group with an opportunity to increase overseas earnings and international activity, the chairman points out. Corroon is the sixth largest insurance broker in the U.S. The balance of Glanvill's capital is owned by Charterhouse Investment Trust.

Glanvill also plans to move into suitable overseas markets where it is not yet represented and to increase its share of insurance business in areas where it already operates.

Group freehold properties have been revalued professionally and show a surplus of £193,000 which has been taken into the balance sheet.

At September 30, there was an increase of £1.59m. in funds (decrease £0.32m.).

Meeting, 144, Leadenhall Street, EC, on January 26 at noon.

# ISSUE NEWS

## North Sea oil £75m. financing offer

The prospectus is published today in connection with a net £73.1m. fund-raising exercise to finance development of the North Sea oil reserves.

London and Scottish Marine Oil Company (LASMO) and Scottish Canadian Oil and Transportation Company (SCOT) will be issuing 5.75m. and 1.75m. units respectively of Oil Producing Stock (OPS) at 10p per unit, payable on full application. Also, LASMO and SCOT will be issuing £57.5m. and £17.5m. respectively of 14 per cent. Unsecured Loan Stock 1981-83 at £100 per cent. payable to £50 per cent. on application with the balance due on July 16, 1976.

The directors of LASMO and SCOT will give preference to successful applicants for the Loan stock when allotting units of OPS up to a maximum of 10 units for every £100 of Loan stock allotted.

The issue has been underwritten by Morgan Grenfell and under the arrangements certain sub-underwriters and the underwriters have undertaken to make firm applications for a total of 4.99m. units of OPS and £49.9m. of Loan stock.

Discussions have taken place with a view of merging LASMO and SCOT, but because SCOT is currently participating in an exploration well in Block 23/27 in which the other is not, the merger has been deferred with the intention of effecting the link-up in 1976.

Both groups are advised by Ranger Oil (U.K.), a subsidiary of Ranger Oil (Canada), which itself has around a 6 per cent. stake in the field. Ranger has advised LASMO and SCOT that on the basis of information from Chevron and BP the total estimated cost for the project will be £1,138.8m. The share of the two companies in this is estimated at £103m., of which they have already spent some £12m.

Proceeds of the issues amount to £73m. after expenses and are earmarked to cover this future capital investment before the cash inflow from production. In addition the combined groups have outstanding Floating Rate Unsecured Loan stocks amounting to £15.77m. which are repayable before the end of March. These loans were issued to existing shareholders of LASMO and SCOT who met the costs of the project until 1976.

From the illustration in the prospectus it looks as if the present issues are not likely to be sufficient to enable the groups to meet the full costs of their shares in developing the project. However, the funds raised should cover a substantial proportion of the costs, most of which is expected to be expended by the fourth quarter of 1977. The illustration shows that in 1978 the combined groups are expected to have a net cash deficit of £18.6m.

The Oil Production Stocks are a new kind of security. They are technically loan stocks, but instead of fixed interest payments the holders will be entitled to receive half-yearly payments relating to the value of production of the field after operating costs and the Government Royalty.

These payments are not dividends but for tax purposes will be treated as such. The payments to be made in each half-year with the appropriate tax credit will amount to 8.75 per cent. of the value of the petroleum.

Half-yearly payment will continue on OPS until: (a) production reaches 92m. barrels for LASMO or 28m. for SCOT; (b) the date when the field is abandoned; (c) December 31, 2010. All OPs outstanding when the half-yearly payments cease will be repaid at par.

Prospectus Pages 29-37

See Lex

OTHER ISSUE NEWS

White Child and Beney, this Page.

## Interim loss from Alex. Stephen

Draft accounts of shiprepairers and engineers Alexander Stephen and Sons show a loss of £102,000 for the eight months ended November 30, 1975, and the directors stress that future outcome will be dependent on an early upturn in the current recession.

The engineering company eliminated its losses and had achieved break-even by November 30. The shiprepair company, however, could obtain practically no work in October and November and ran into heavy losses. It has found orders much harder to come by but has enjoyed better trading since the turn of the year.

The engineering company had orders of over £2m. on hand at November, but these will not take long to work through, and the intake continues low.

In the year ended March 31, 1975, there was an overall group loss of £112,000. Before adjustments, engineering incurred a deficit of £183,000 and shiprepairing made a profit of £93,000. The Preference was postponed and is in arrear from November 1, 1974.

## Trust Houses sale in Hong Kong

Hong Kong Land has bought Trust Houses Forte's 17 per cent. stake in East Point Hotels.

No financial details have been given. The move raises Hong Kong Land's stake in East Point to 43 per cent. from 26 per cent. with the remainder owned by Jardine Matheson (26 per cent.), City Hotels (10 per cent.), Bank of East Asia (8 per cent), British Airways (8 per cent) and Wardley (5 per cent.).

East Point's major interest is the Excelsior Hotel in Hong Kong.

## Associated Sprayers

In the first four months of its current year, excessive losses of Associated Sprayers have been stopped, although trading conditions "remain difficult and uncertain," the chairman, Mr. H. Newton-Mason tells members.

The group's weaknesses are being eradicated, restructuring is well advanced, and better control of group affairs is now being exercised, he says.

As reported on January 14, the group incurred a pre-tax loss of £141,630 for the year ended August 31, 1975 (£188,800 profit previously), and no dividend is being paid (2.57p net).

The chairman now reports that conditions during the last quarter were such that the results were worse than anticipated. In spite of the losses, however, the balance sheet shows a "marked improvement."

The statement of source and application of funds shows a decrease in overdrafts of £334,019 against a £893,938 increase in 1974.

The group makes garden sprayers and clothes drying aids. Meeting, Birmingham, Feb. 26.

## Pepperell denies allegations

Mr. A. T. Pepperell has issued a strong denial of all allegations made against him in the report of the Department of Trade inspectors on the collapse of London and County Securities.

In a statement through his solicitors, Curwen Jessup James, Mr. Pepperell, a business associate of Mr. Gerald Caplan, the former chairman of L. and C., said: "I absolutely deny all allegations of impropriety made against me by the inspectors in their report."

Mr. Pepperell added: "Particularly I deny that in connection with any of the borrowings mentioned, I would ever have acted regardless of ability eventually to repay, whenever exercise of judgment (on behalf of any of the company borrowers) in this respect could reasonably be said to be my responsibility."

Mr. Pepperell claimed that: "The inspectors' inquiry which gave rise to compilation of the report was conducted in such a way that it would be impossible for the report to reflect the situation truly, accurately and justly." The inspectors, he alleged, showed throughout "the most unabashed bias against me."

Solicitors for Mr. Caplan have also issued a strongly worded statement denying allegations of fraud against him in the inspectors' report.

## Seafield Gentex warning

IN HIS annual statement, the chairman of Seafield Gentex, Mr. R. D. Lord warns members that the best that can be expected in the current year is to stop losses unless there is an improvement in trade.

Each subsidiary has prepared a budget in almost every case, based on a sales level below potential production and at margins which do not reflect the full cost increases that will have to be borne.

The problem is to increase sales and then to improve margins, says Mr. Lord.

Results for the year to September 1975 were seriously affected by a major recession in the world textile trade, by low cost and politically priced imports of textiles into the EEC and by inflation. During the year, the three weakest subsidiaries were put into liquidation and their results are excluded from the accounts. Provisions for terminal losses were charged to reserves.

After allowing for these exclusions, turnover fell by 28 per cent. to £10.5m. and losses £227,097 before a write back of taxation of £173,137 were £1.0m. profit before £0.19m. tax. There is no dividend (5p gross).

The consolidated balance sheet also reflects the reduction in fixed and in working capital resulting from the liquidations. "We have succeeded in containing bank advances at approximately last year's levels and have maintained our long-term potential for profitability virtually intact," declares the chairman.

Home market sales were some 23 per cent. below the previous year, but exports fell by 30 per cent. largely due to the depressed state of the U.K. market. "We could scarcely have chosen a worse time to try to expand our exports to countries outside of Britain. Nevertheless, we are continuing, and indeed redoubling, our efforts to penetrate other markets," Mr. Lord tells members.

The auditors point out that it is group policy to write off losses on disposal of subsidiary companies through Reserves. In 1974-75 such losses amounting to £795,928 have been charged directly to reserves although, in the auditors' opinion, the statement of standard accounting practice on extraordinary items requires that such charges be dealt with through the profit and loss account.

Meeting Youghal on February 20 at 3 p.m.

## Atlantic Assets repays SWS loan

Slater Walker Securities has now received repayment of the remaining £3.2m. of Atlantic Assets Trust 3½ per cent. unsecured loan stock 1976. The stock, originally £5.3m., was issued in connection with the acquisition from SW in 1974 of 12.3 per cent. of the Singapore-based Haw Par Brothers International by the Edinburgh investment group Ivory and Sime, of which Atlantic is a major part.

The stock was issued at £80 per cent. and was repayable at par, at any time at Atlantic's option, or not later than June 30, 1976. Because repayment was made early, there was a modest discount in the repayment price.

For SWS, where Mr. Jimmy Goldsmith succeeded Mr. Jim Slater as chairman in October, this transaction adds to the substantial cash receipts recently from disposal of the bulk of its investment holdings on its own account, for some £20m.-£25m., and from loan repayments.

For its part, Atlantic, has fixed up a five-year $3.1m. (£1.55m.) portfolio loan with the Royal Bank of Scotland.

## Charterhouse Japhet progress

Charterhouse Japhet, the merchant bank controlled by the Charterhouse Group, made profits, after tax and transfer to inner reserve, of £406,000 in the year to September 30, 1975, compared with £500,000 in ... and advances ... level of ... remained virtually ...

Chairman Mr. ... says the reduction ... profit was due ... number of special ... from the realisation ... ments, and that ... corresponded closely ... the previous year ... other revenues ... diminished."

On the year's ... Weiss records that ... and foreign banking ... were marked and ... finance division was ... strengthened. Major ... ere made in premises ... account.

The branches in ... Houston are proving ... arly valuable," ... and "the development ... Charterhouse Group's ... investment in the ... managed by Charterhouse ... is "progressing well."

## Jaycee sales and profits

JAYCEE FURNITURE company and Britain's ... period-style furniture exporters, had a record ... of £3,073,634 and ... of £178,343 for the ... September 27, 1975.

And in the current ... chairman, Dr. C. Cohen ... another record year ... volume at least ... improved profits.

Direct comparisons ... figures are difficult ... pany changed its ... end from March 31 ... September in the previous ... Consequently, 1974 ... based on 18 months. ... according to Dr. Cohen, ... up 30 per cent. over the ... best year and exports ... record £3,448,146.

He notes that the ... was strong in 1975 and ... a "satisfactory" increase ... sales. Substantial ... already been placed for ...

The export market ... flourish, says Dr. Cohen. ... business has been obtained ... Spain and Japan. Increased ... activity is planned in ...

The West German ... also achieved record ... DM7.8m.

### BOARD MEETINGS

The following companies ... dates of Board meetings ... Exchange. Such meetings ... held for the purpose of ... dividends ... whether dividends ... interims or finals and ... shown below are based ... year's timetable.

TO-DAY

Interims—...

Finals—...

FUTURE DATES

Interims:—

...

Finals:—

...

Woodhouse and Rixson ...

## FT Share Information Service

The following ... have been added to the Information Services ... in the Financial Times: Banco Andalucia ... (Section: Overseas—...), Sunlight Service Group (Industrials (Misc.)).







هكذا من الأصل

# [Forthcom]ing dividends [ti]metable

[For t]he convenience of readers the dates when some of the [imp]ortant company dividend statements may be expected in [the next] few weeks are given in the following table. The dates [ar]e those of last year's announcements, except where the [forthcomi]ng Board meetings (indicated thus*) have been officially [notified]. It should be emphasised that the dividends to be [declared w]ill not necessarily be at the amounts or rates per cent. [shown in t]he column headed "Announcement last year." Preliminary [figu]res usually accompany final dividend announcements.

| | Date | Announcement last year |
|---|---|---|
| ...ns | Feb. 11 | Final 13.7% |
| ...son | Feb. 18 | Final 11.3% |
| ...ors | Feb. 18 | Final 4.2% |
| ...tal | Mar. 12 | Final 12.4% |
| ...ent | Mar. 8 | Sec. int. 8.8% |
| ...ies | Feb. 6 | Sec. int. 11.5% |
| ...org | Mar. 7 | Final 6.6% |
| ...nk | Feb. 27 | Final 6.6% |
| ...urn | Mar. 4 | Final 3.2% |
| ...nd | Feb. 18 | Final 8.8% |
| ...ico | Feb. 3 | Final 23.4% |
| ...ion | Mar. 3 | Final 1.4% |
| ...mn | Mar. 13 | Final 16.9% |
| ... | Mar. 7 | Final 24.3% |
| ... | Mar. 8 | Sec. int. 9.1% |
| ...dla | Feb. 18 | Final 7.5% |
| ...ons | Mar. 12 | Final 19% |
| ...nar | Feb. 27 | Int. 4.9% |
| ...ion | Mar. 10 | Final 28.1% |
| ...n | Mar. 7 | Int. 30.8% |
| ... | Mar. 5 | Final 6.3% |
| ... | Feb. 6 | Int. 6.7% |
| ... | Mar. 12 | Final 17 cts. |
| ... | Feb. 5 | Int. 12.9% |
| ...M.) | Feb. 27 | Int. 4.9% |
| ... | Feb. 3 | Int. 7.7% |
| ...is | Mar. 13 | Int. 8.8% |
| ... | Mar. 11 | Int. 8.1% |
| ...otal | Mar. 11 | Sec. int. 8.6% |
| ...ge | Mar. 13 | Sec. int. 27.4% |
| ...po | Mar. 7 | Sec. int. 8.9% |
| ...t | Mar. 8 | Int. 17.9% |
| ...old | Mar. 14 | 42 cts. |
| ...iks | Feb. 10 | Final $HK0.48 |
| ... | Feb. 20 | Final 34.7% |
| ... | Feb. 27 | Final 18% |
| ...ris | Feb. 14 | Sec. int. 2.1% |
| *ICI | Feb. 19 | Final 7½% |
| *Imperial Gp. | Feb. 10 | Final 15.3% |
| Inveresk | Mar. 11 | Final 9.3% |
| James (John) | Feb. 12 | Int. 3.3% |
| Johnson and Firth Brown | Mar. 12 | Int. 5.4% |
| *Kleinwort Benson | Mar. 16 | Final 11.3% |
| Lister | Mar. 7 | Int. 5.4% |
| Liverpool Daily Post | Feb. 27 | Int. 10.4% |
| *Lloyds Bank | Feb. 20 | Final 5.6% |
| Marchwiel | Feb. 19 | Final 10.8% |
| Mather and Platt | Mar. 13 | Final 10.8% |
| Midland Bank | Feb. 26 | Sec. int. 9.8% |
| Mitchell Cotts | Apr. 3 | Int. 4% |
| *Natl. Westmnstr. Bank | Feb. 24 | Final 5.8% |
| Neepsend | Jan. 31 | Int. 5.1% |
| Nottingham Manuf. | Feb. 24 | Final 18% |
| *Pontins | Mar. 18 | Final 21.6% |
| *Prestige | Feb. 2 | Final 17% |
| Ransomes Sims | Feb. 27 | Final 6.6% |
| Reardon Smith | Feb. 20 | Sec. int. 3.4% |
| Rentokil | Mar. 4 | Final 13.5% |
| Royal Dutch | Mar. 15 | Final 22½% |
| Royal Insurance | Mar. 3 | Final 45.4% |
| Shell Transport | Mar. 12 | Final 41.7% |
| Smith Bros. | Feb. 12 | Int. 50% |
| Steetley | Mar. 12 | Final 15.3% |
| Town and City | Feb. 27 | Int. due |
| Transport Develop. | Mar. 11 | Final 10.7% |
| Trust Houses Forte | Feb. 24 | Final 24.5% |
| Unilever | Mar. 4 | Final 7.8% |
| Unilever NV | Mar. 4 | Final Fls.4.32 |
| Union Corpn. | Feb. 26 | Final due |
| United Biscuits | Mar. 11 | Final 6.8% |
| Wedgwood | Feb. 24 | Int. 17.9% |
| Woolworth (F. W.) | Feb. 25 | Final 16.0% |
| *Westinghouse Brake | Feb. 3 | Final 5.8% |
| Witter (Thos.) | Feb. 13 | Final 11.6% |

* Board meetings intimated. † Rights issue since made. ‡ Tax free. § Scrip issue since made from reserves.

## [Loc]al Authority Investments

[LOCAL A]UTHORITY loan rates [were gen]erally easier last week, [after] a slightly firmer trend [in] the previous week. [Loans w]ith local authorities at [seven days'] notice eased to 10½ per [cent., from] 10⅝-10⅞ per cent., while [those a]t seven days' notice fell [to ... per] cent. from 10⅝-10⅞ per [cent. The] one-month deposit rate [...] 10⅝ per cent. [...] [pe]r cent. on the previous [week an]d three-month deposits [...] to 9⅞-9¾ per cent. from [...] per cent. Rates in the [longer] sector were also re[...] the one-year mortgage [rate] easing to 11⅛-11⅜ per cent. from 11⅜-11⅝ per cent.

The gilt-edged market remained firm for most of last week, partly on hopes of a cut in Bank of England Minimum Lending Rate. The Financial Times Government Securities Index closed at a 1975-76 peak of 65.21, compared with 63.27 on the previous Friday.

One-year local authority bonds were placed during the week at par, with a coupon of 10⅞ per cent., to offer a yield ¼ per cent. lower than the previous week's batch.

*Rate (%) January 30, 1976

| | |
|---|---|
| [N]otice (deposit receipt) | 10⅜ |
| [N]otice (deposit receipt) | 10⅜ |
| [N]otice after one month (deposit receipt) | [illegible] |
| [N]otice after three months (deposit receipt) | [illegible] |
| [N]otice after six months (deposit receipt) | [illegible] |
| [...]at one month's mutual notice after 11 months | [illegible] |
| [...]at one month's lender notice after 11 months | [illegible] |
| [...]al terms 2-5 years | [illegible] |
| [...] mortgage | 11¼—11⅜ |
| [...] mortgage | 11⅝—11⅞ |
| [...] mortgage | 12—12⅛ |
| [...] mortgage | [illegible] |
| [...]' mortgage | [illegible] |
| [...]' mortgage | [illegible] |

[Rate]s are for sums not less than £20,000 and are subject to local [costs] and fluctuations. † Nominal. ‡ Shorter periods may attract [rat]es than longer. n.a. Not available.

## [Pub]lic Works Loan Board rates

*Effective from January 31, 1976*

| | Quota loans Repaid By instalments | Quota loans Repaid At maturity | Non-quota loans* Repaid By instalments | Non-quota loans* Repaid At maturity |
|---|---|---|---|---|
| ...rs | [illegible] | [illegible] | [illegible] | [illegible] |
| [u]p to 10 | [illegible] | [illegible] | [illegible] | [illegible] |
| [u]p to 15 | [illegible] | [illegible] | [illegible] | [illegible] |
| [u]p to 25 | [illegible] | [illegible] | [illegible] | [illegible] |
| ... | [illegible] | [illegible] | [illegible] | 14 |

[*Non]-quota loans B are 1 per cent. higher in each case than [quota] loans A.

## [Wo]rld Economic Indicators

INDUSTRIAL PRODUCTION 1970=100

| | Dec.75 | Nov.75 | Oct.75 | Dec.74 | % change on year earlier |
|---|---|---|---|---|---|
| | 118.5 | 117.3 | 116.7 | 117.4 | +1.0 |
| | 112.0 | 111.8 | 113.7 | 111.1 | +0.8 |
| | Nov.75 | Oct.75 | Sept.75 | Nov.74 | |
| | 110.8 | 117.2 | 108.3 | 113.0 | −1.9 |
| [Ger]many | 101.5 | 101.2 | 100.5 | 106.5 | −4.5 |
| | 120 | 112 | 109 | 112 | −2.2 |
| | 110.2 | 123.0 | 117.5 | 112.5 | −2.0 |
| | 112 | 112 | 111 | 117 | −4.3 |
| | 112.8 | n.a. | 111.2 | 125.1 | −9.8 |

## [RE]CENT ISSUES

### EQUITIES

| Issue Price p. | Amount Paid up | Latest Renunc. Date | 1975/6 High | 1975/6 Low | Stock | Closing Price p. | + or − | Div. | Times Covered | Gross Yield | P/E Ratio |
|---|---|---|---|---|---|---|---|---|---|---|---|
| [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | Ang.-Am. Coal Corp. 50c | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | Brazil Fund S.A. | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | Hughes Tool | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |

### FIXED INTEREST STOCKS

| Stock | |
|---|---|
| Bowring (C.T.) 10% Conv. Uns. Loan 1987 | [illegible] |
| British Gas Corporation Ltd. Notes 1981 | [illegible] |
| Brent Walker 8% Notes 1981 | [illegible] |
| Jardine Math. 7¼% Conv. Uns. 1990 | [illegible] |
| Midland Bk. FloatCap. Notes 1983 | [illegible] |
| Norway 8¾% Notes 1981 | [illegible] |
| Prentice 10% Conv. Uns. 1985 | [illegible] |
| Royal Int. Mort. Corp. 9% Deb. 1981 | [illegible] |
| Seagram 8% Notes 1981 | [illegible] |
| Single 10% Com. Cov. Pref. | [illegible] |
| Tenneco 10% Sterling S Conv. 91-95 | [illegible] |

### "RIGHTS" OFFERS

| Stock | |
|---|---|
| Amber Day | [illegible] |
| Armitage Shanks | [illegible] |
| Baker Perkins | [illegible] |
| Beresford (S & W) | [illegible] |
| Brammall Bonell | [illegible] |
| Brooke Bond | [illegible] |
| Brown Boveri Kent | [illegible] |
| Eagle Star | [illegible] |
| Ellis & McHardy | [illegible] |
| Fairey | [illegible] |
| Green's Economisers | [illegible] |
| Lake & Elliot | [illegible] |
| Liner Concrete Machinery | [illegible] |
| Nat. Bank of Aust. | [illegible] |
| Plessey | [illegible] |
| Pullman (R. & J.) | [illegible] |
| Tomkins (F.H.) | [illegible] |
| Trafalgar House | [illegible] |

[Renunciat]ion date usually last day for dealing free of stamp duty. ... Figures based on prospectus estimate. ... Dividend rate paid or ... Forecast dividend ... Figures based on prospectus or other official estimates ... † Dealer allotment price. ... Introduction. ... Issued in connection with reorganisation, merger or take-over ... Provisional or partly paid ... § With warrants.

# INTERNATIONAL COMPANY NEWS

## ELF debt soars

BY RUPERT CORNWELL — PARIS, Feb. 1.

DESPITE a slight improvement in gross cash flow last year to Frs.4bn., the State-controlled ELF-Aquitaine Oil group has reported a marked worsening of its debt position following a big increase in investment expenditure.

Capital spending rose last year to Frs.8.5bn. (from Frs.6bn. in 1974), due mainly to the development of existing oilfields and exploration costs. The result, Elf said, was that the group had to borrow Frs.4.5bn. last year to finance its spending.

Consolidated turnover is estimated to have increased slightly from the Frs.28bn. (£3bn.) of the year before. Sales in the chemical and plastics division plunged 40 per cent., a reflection of world-wide weakness, but this shortfall was balanced by bigger gas and oil sales to third parties, and progress by the group's fast-expanding pharmaceuticals branch.

Total crude oil entitlement climbed again in 1975 to 23.3m. tonnes from 21.2m. The rise mainly reflects a jump in output from fields in Gabon and the Gulf of Guinea off West Africa, and in Tunisia. Elf is no longer taking oil from Algeria but the 5.3m. tonnes it lifted there in 1975 should be made up by new fields coming on stream at the end of 1976 in both Iran and Iraq.

Gas output of Elf-Aquitaine declined slightly to 10.4bn. cubic metres in line with the stagnating production of the important Lacq field in South-West France. Supplies of Canadian gas dropped a little while those from the U.S. more than doubled to 407m. cubic metres.

## Trade union bank growth

BY GUY HAWTIN — FRANKFURT, Feb. 1.

THE BANK Fuer Gemeinwirtschaft Group, which is owned by the West German Trade Unions, increased its balance sheet total last year by about 15.5 per cent. It rose from DM30.3bn. at the end of 1974 to between DM34.5bn. and DM35.5bn. by December 31.

Dr. Walter Hesselbach, chairman of the BfG executive Board —who announced earnings were "measurably" up—said that the parent bank's balance sheet total had risen by DM2.8bn. from DM19.6bn. to DM22.4bn., an increase of 14.4 per cent.

Customers' deposits went up by 11.8 per cent. to DM10.91bn., he said. Much of the growth was attributable to a tremendous increase in savings deposits—a phenomenon already reported by other West German banks. BfG savers increased their total deposits by 40 per cent. from DM1.58bn. to DM2.21bn.

Liabilities to institutions went up by DM1.3bn.—or 15 per cent. —to DM9.98bn., while advances to credit institutes increased by 13.3 per cent. to DM7.15bn. Advances to customers rose by an overall 13.8 per cent. from DM8.82bn. to DM10.04bn. Short- to Medium-term credit expanded by only 8.5 per cent. to DM7.56bn. while medium- to long-term credit (for periods of over four years) shot up by 33.5 per cent. to DM2.48bn.

Margins improved considerably during the year said Dr. Hesselbach, widening from 1974's average 2.1 per cent. to 2.5 per cent.

## Mixed steel results

FINANCIAL TIMES REPORTER

TWO MORE U.S. steel-makers, Wheeling-Pittsburgh Steel and Copperweld Corporation, have announced a downturn in fourth quarter profits. U.S. Steel fourth-quarter profits fell last year by 34 per cent., while Bethlehem Steel saw a 38 per cent. decline for the same period.

Net earnings of Wheeling-Pittsburgh, the ninth largest steelmaker in the U.S., fell from $24.3m. ($6.42 a share) to $3.5m. (73c a share)—a drop of 86 per cent. Sales declined by 28 per cent. from $285m. to $204m.

But for the first nine months of the year, W-P produced losses of $2.9m., so the fourth-quarter performance just pushed the group into the black for the year. Full-year profits of $0.6m. compare with record 1974 earnings of $73.4m. Turnover in 1975 fell by a fifth to $826.7m.

Copperweld, two-thirds owned by the French operation, Imetal, traded far more profitably. Copperweld's final quarter profits declined by a mere 5 per cent. to $6.2m. ($2.32 a share) despite a drop in sales of 35 per cent., from $92.3m. to $60m.

Copperweld's net profits in 1975 actually rose by 10 per cent. to $18.4m. ($7.04 a share) from $16.8m. ($6.50 a share). Turnover was 12 per cent. down on the previous year at $283m.

Understandably, the group is optimistic about current trading prospects. It expects improved results for 1976 after a "sluggish first-half."

● Solmer, operator of the 7m.-ton annual capacity steel complex at Fos, in the South of France, expects that its loss for 1975 will total around Frs.1bn., the loss should be made up of a Frs.400m. operating loss and Frs.600m. of allowances for installation charges.

Solmer's turnover for the 12 months ended last December was estimated at around Frs.1bn.

## Fabelta solution proposed

ARNHEM, Feb. 1.

NATIONALE Investeringsmij (NIM) will take 60 per cent. of the B.Frs.500m. capital of Enka Glanzstoff's Belgian Fabelta subsidiary on behalf of the Belgian Government, while Akzo Belgie will take 40 per cent. if a proposed rescue scheme is approved, Enka Glanzstoff has stated.

This plan represents Enka's solution to the problem of its Belgian unit, which faced a partial shutdown under the company's plan to reduce jobs and return to profit.

Long-term claims of Akzo on Fabelta would be converted into a loan guaranteed by the Belgian State. Enka and Fabelta would co-operate on research and technical development.

The agreement will be presented to the Belgian Cabinet on February 3.

Reuter

## Buehrle repeats dividend

ZURICH, Feb. 1.

OERLIKON Buehrle has proposed an unchanged 12 per cent. dividend for 1975.

Consolidated group turnover last year rose about 25 per cent. to around Sw.Frs.2bn. (Sw.Frs.1.6bn.)

The sales gain favourably influenced earnings, and 1975 group profits should be considerably higher than in the previous year, the company said, but gave no figures.

Improved results in the machinery, welding technique and contraves divisions more than offset significant losses in the textile and Balzer (vacuum technique) divisions, Buehrle said.

Dividend payments of group companies to Oerlikon-Buehrle holding were also higher last year, but in view of the still insecure economic situation and the negative results of some companies in the group, the company decided to use improved earnings for additional depreciation or reserves, rather than raising the dividend.

Orders - in - hand in the machinery and contraves divisions are almost up to levels of a year ago as there were significant incoming orders for military products and machine tools in 1975.

Reserves of work at foreign subsidiaries were significantly higher than those at Swiss plants, partly reflecting Government regulations on military products.

Incoming orders in the Balzer division, however, fell sharply, and orders in the textile sector were still unsatisfactory despite a slight revival in recent months.

The company expects group results in 1976 will also be favourable, in view of the predominantly good prospects in most sectors.

Reuter

MINING NOTEBOOK

# Pancontinental: What to do now

BY LODESTAR

IT WAS LAST August when I recorded here the saying then echoing around that "Pancontinental is another Poseidon"—a remark that got me into trouble with Mr. Tony Grey, the company's chairman, understandably in view of the way in which the Poseidon comet subsequently fizzled out. Anyway, Pancontinental were then 620p. On Friday they were £17½.

The change of government in Australia has naturally helped in the interim period. Last week's expected boost in the company's Northern Territory uranium reserves provided the latest lift-off. My conclusion in August was that "as a long history of world-wide embryonic mining ventures has proved beyond doubt, the time to sell will be somewhere between now and the culmination of what could still be a long and stormy path towards uranium production at Jabiluka and before the acid test of profitability or what is left of it after the Mr. Connor of the day gets his hooks on it."

That verdict still stands. True the path towards production should now be smoother under the new regime in Canberra. And the Getty Oil connection should ease the financial problems. To sum up, the new buyer might do well to let the latest bout of partly Canadian-inspired euphoria work itself out. The holder should just sit back and purr. Incidentally, it should not be forgotten that the Gold Fields group's Australian offshoot, CGFA, has a 14 per cent. stake in Pancontinental which also has a gold element in its uranium riches.

### Northgate's gold

My report last week that the Northgate Exploration group's Australian offshoot Whim Creek is to take its Whundo copper prospect to production has now been officially confirmed. It expects to begin mining and stockpiling early in the current year, from what is described as a "small high-grade" deposit.

The company adds cautiously that the timing of the sale of direct shipping grade ore from the stockpiles will depend on the price of the metal, as will exploitation of the west Whundo secondary copper sulphide mineralisation. Meanwhile, Whim Creek have come back to 40p and their recent speculative revival continues to be something of a mystery.

In the meantime, Northgate themselves have taken off with a 55p rise on the week to 360p. This has nothing to do with Whim Creek, nor seemingly does it obtain its inspiration from any furtherance of the talk discussed here on December 8 that South Africa's Messina, now established in Ireland through its joint exploration venture with Sabina, might be a likely bidder for this "cash happy" company. Northgate were then 235p.

There are thought to be two reasons for the subsequent advance. Firstly, it has to be remembered, although it is often forgotten, that Northgate shares are quoted on the "big board" in New York; have a considerable American element among holders; and thus tend to derive stimulation from the strength of Wall Street.

Secondly, speculative interest in this Toronto-based company appears to have been aroused in Canada by reports that, with better ice conditions this winter, drilling is shortly to begin on the intriguing off-shore gold placer concessions near Nome in Alaska. This seems a reasonable supposition because the shares of the associated concern Westfield Minerals have also been going ahead. This company has a third interest in the venture. Northgate has a similar stake with the rest being held by private interests.

So Northgate shares must now primarily be regarded as a speculation on drilling results in a difficult region, an exciting prospect for the hardened mining investor but one in which the risks of failure must be borne strongly in mind for those who cannot afford the setback that this would almost certainly entail.

### Minefields

The latest target put up by readers for my Australian "whatever happened to" series is Minefields Exploration which way back in 1970 was busily wooing investors on this side of the world. Now it is causing them a headache by calling up the remaining 14 cents (8.7p) on its partly-paid 50-cent shares.

The money is required towards financing the development and bringing to production of the Mt. Mulgine tungsten mine in Western Australia some 250 miles from Perth. The company's consultants on the basis of a "conservative" estimate of ore reserves, put the prospective life at a minimum eight years' treating approximately 0.1m. tons of ore annually. Target production date is the second half of next year.

The capital cost is reckoned to be 5m. (£3.1m.). If wholly successful the call would raise about $2.4m. but on past experience it may well not be. At June 30 last there were more than 4m. shares "forfeited and unsold." This indicates that past calls have not met with a full response.

The explanation is that Minefields is a no liability company. This means that if a holder does not pay the call he forfeits his shares. Only if they can subsequently be sold at a level above the amount of the call does he get the resultant surplus and this is a rare event indeed. In Sydney Minefields stand at about 8 cents.

This sad state of affairs has caused a lot of heartaches since the collapse of the great Australian mining share boom. It is worth stressing once again that it is always wise to bear this factor well in mind when contemplating the purchase of partly-paid shares in an "NL" company. A glance down the list of such mining companies' issued capitals in the Australian Stock Exchange Journal reveals a sorry tale of forfeited shares.

Meanwhile, Minefields promises a "more informative" review in February of its prospects. Pay date for the call is March 10. Present price in London is a nominal 1p to 4p. It is a hard choice to make, put up more money or write off that already ventured. In my view the company will have to be persuasive indeed if the latter alternative is not to seem the wiser course for many.

### Government sense

Further evidence that governments around the world are beginning to realise the error of their ways in clobbering their mining industries comes from British Columbia's new Mines Minister, Mr. Tom Waterland. He has actually said that the "industry must continue to work on its public image and to make the public aware of the importance of this industry to the wellbeing of all British Columbians." If this is not done the mining companies will "be in trouble again."

He admits that the industry must be able to plan its future. He therefore wishes to "remove as much ministerial discretionary power as possible from existing legislation." Here are welcome words of wisdom, indeed. Some other governments please take note.

* * *

Welsh gold-mining enthusiasts may recall my possibly painful revelation on January 3 that I had offered to sit on Cleopatra's Needle if a really sizeable commercial find were ever brought to fruition in the principality.

Last week I received from the Canadian company chiefly concerned, the gold-orientated Quebec Sturgeon River Mines, a fat suitably orange-coloured cushion (with tassels) with the message that they did not think it fair that the "happy events that will lead to your taking the needle" will in any way give me discomfort.

This at least seems to indicate that Mr. Warren Armstrong, who heads the controlling company Coniagas, still has a degree of confidence that the Welsh prospect around Pumpsaint will eventually prove to be a productive winner.

# Money & Exchanges

**Bank of England Minimum Lending Rate 10 per cent. (since January 30, 1976)**

Short-term fixed period interest rates were generally lower in the London money market last week, with the discount houses buying rate for three-month Treasury bills falling to under 9¾ per cent. from Tuesday onwards. A reduction in Bank of England Minimum Lending Rate became particularly likely on Thursday when the rate for three-month bills eased to 9⅞ per cent., and a fall of up to ½ per cent. in MLR appeared possible. At the weekly Treasury bill tender on Friday the average rate of discount fell by 0.5364 per cent. to 9.2987 per cent. and MLR was cut by ½ per cent. to 10 per cent.

Day-to-day credit was generally in short supply last week, though conditions became slightly easier towards the latter part. The authorities gave an exceptional amount of assistance on Monday and gave help by very large purchases of Treasury bills and Corporation bills on Tuesday. The scale of assistance on Wednesday was described as large, and on Thursday was moderate. Credit was in adequate supply on Friday and the authorities did not intervene.

Sterling was generally very firm in the foreign exchange market last week, but several other European currencies came under pressure. The Italian lira continued to lose ground, as a result of the political and economic problems in Italy, and its trade-weighted average depreciation, as calculated by Morgan Guaranty, widened to 41.61 per cent. from 37.46 per cent. on the previous Friday, and has now fallen by 10.89 per cent. since the closure of the Italian foreign exchange market. In terms of the U.S. dollar it finished at L762½ compared with L731½ at the end of the previous week.

The French franc received support from the Banque de France and the Belgian franc and Danish krone were both supported by the Dutch Central Bank to maintain their levels within joint float limits.

French interest rates increased sharply on Tuesday, with the one-month Euro-deposit rate rising to 10¼ per cent., leaving the one-month forward franc at a discount of one cent. against sterling, though this situation was later reversed as Euro-franc rates declined later in the week.

The West German mark was very firm towards the end of last week, closing at DM2.5890, against the U.S. dollar, compared with DM2.6045 on the previous Friday.

Sterling also improved against the dollar, to $2.0295-2.0305, a gain of 65 points on the week. Its trade-weighted average depreciation, as calculated by the Bank of England, narrowed to 29.9 per cent., from 30.1 per cent., its best level since late November.

Gold lost $¼ on the week to finish at $128-129, after falling to $125-126 at the close on Monday. The krugerrand for domestic delivery fell to $131-133 (£64½-65½) from $134½-136½ (£66½-67½) and its premium over the gold content narrowed to 2.72 per cent. from 5.24 per cent. on the previous Friday.

### EXCHANGE CROSS-RATES

| Jan. 30 | Frankfurt | New York | Paris | Brussels | London | A'sterdam | Zurich |
|---|---|---|---|---|---|---|---|
| Frankfu't | — | 2.586-592 | 57.75-85 | 6.58-60 | 5.250-255 | 97.15-25 | 99.50-60 |
| N. York | 38.62-64 | — | 22.34-38 | 2.5425-75 | 2.0300-0305 | 37.47-49 | 38.43-45 |
| Paris | 172.47-87 | 4.472-4817 | — | 11.40-4245 | 9.0745-0995 | 167.525-225 | 171.975-375 |
| Brussels | 15.14-17 | 39.20-23 | 8.76-78 | — | 79.49-62 | 14.70-7225 | 15.05-10 |
| London | 5.25½-26½ | 2.0295-0305 | 9.09¼-10¼ | 79.60-80 | — | 5.41-42 | 5.27½-28½ |
| Am'dam | [illegible] | [illegible] | [illegible] | [illegible] | 5.4045-95 | — | [illegible] |
| Zurich | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | — |

U.S. $ in Montreal U.S. $ = 100.08-10 Canadian cents. Canadian $ in New York $C = 99.90-92.2 U.S. cents. U.S. $ in Milan closed. Sterling in Milan closed.

### EURO-CURRENCY INTEREST RATES

| Jan. 30 1976 | Sterling | U.S. Dollar | Canadian Dollar | Dutch Guilder | W. German mark | Swiss franc |
|---|---|---|---|---|---|---|
| Short term | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| 7 days notice | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| Month | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| Three months | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| Six months | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| One year | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |

Euro-French deposit rate: short term 6-6½ per cent.; seven days' notice 6-6½ per cent.; one month ... Long-term Eurodollar deposits: two years ... per cent.; three years ... per cent.; four years ... per cent.; five years ... per cent. nominal closing rates. The following nominal rates were quoted for London dollar certificates of deposit: ... Rates are nominal closing rates. Short-term rates are call for sterling, U.S. dollars and Canadian dollars and two-days' notice for guilders and Swiss francs.

| Jan. 30 1976 | Sterling Certificate of deposit | Interbank | Local Authority deposits | Local Auth. negotiable bonds | Finance House Deposits | Company deposits | Discount market deposit | Treasury Bills ♦ | Bank Bills ♦ | Fine trade Bills ♦ |
|---|---|---|---|---|---|---|---|---|---|---|
| Overnight | — | [illegible] | — | — | — | [illegible] | [illegible] | — | — | — |
| 2 days notice | — | — | [illegible] | — | — | — | — | — | — | — |
| 7 days or 7 days notice | — | [illegible] | [illegible] | — | — | [illegible] | [illegible] | — | — | — |
| One month | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| Two months | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | — | — | [illegible] | [illegible] | [illegible] |
| Three months | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | — | [illegible] | [illegible] | [illegible] | [illegible] |
| Six months | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | — | — | — | [illegible] | [illegible] |
| Nine months | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | — | — | — | — | — |
| One year | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | — | — | — | — | — |
| Two years | — | — | [illegible] | — | — | — | — | — | — | — |

Local authority and finance houses seven days' notice, others seven days' fixed. Long-term local authority mortgage rates nominally three years ... per cent.; four years ... per cent.; five years ... per cent. ♦ Bank bill rates in table are buying rates for prime paper. Buying rates for four-month bank bills ... per cent.; four-month trade bills ... per cent. Approximate selling rate for one-month Treasury bills ... per cent.; two-month ... per cent.; and three-month ... per cent. Approximate selling rate for one-month bank bills ... per cent.; two-month ... per cent. and three-month ... per cent.; one-month trade bills ... per cent.; two-month ... per cent.; and also three-month ... per cent. Finance House Base Rates (published by the Finance Houses Association) ... per cent. from February 1, 1976. Clearing Bank Deposit Rates for small sums at seven days' notice 6 per cent. Clearing Bank Rates for lending 10 per cent. Treasury Bills: Average tender rates of discount 9.2987 per cent.

### FORWARD RATES

| | One month | Three months |
|---|---|---|
| New York | 0.92-0.82 c. pm | 2.60-2.50 c.pm |
| Montreal | 0.30-0.20 c. pm | 0.90-0.80 c.pm |
| Amst'dam | 3-2 c. pm | 8¼-7¼ c.pm |
| Brussels | 5 c. pm 15 c.dis | 45-25 c.pm |
| Cop'nhg'n | 5½-3½ ore pm | 12-10 ore pm |
| Frankfurt | 3½-2½ pf. pm | 9½-8½ pf pm |
| Lisbon | [illegible] | [illegible] |
| Madrid | [illegible] | [illegible] |
| Milan | [illegible] | [illegible] |
| Oslo | [illegible] | [illegible] |
| Paris | [illegible] | [illegible] |
| Stockholm | [illegible] | [illegible] |
| Vienna | [illegible] | [illegible] |
| Zurich | [illegible] | [illegible] |

Six-month forward dollar ... c.pm and 12-month ... c.pm.

### SPECIAL DRAWING RIGHT RATES

| One SDR is equal to | Jan. 30 | Jan. 29 |
|---|---|---|
| Sterling | [illegible] | [illegible] |
| U.S. dollar | [illegible] | [illegible] |
| Belgian franc | [illegible] | [illegible] |
| Deutsche mark | [illegible] | [illegible] |
| French franc | [illegible] | [illegible] |
| Italian lira | [illegible] | [illegible] |
| Japanese yen | 354.949 | 354.768 |
| Dutch guilder | 3.11530 | 3.12114 |
| Swedish krona | 5.12280 | 5.12284 |

Values are for currencies against the SDR as calculated by the International Monetary Fund in Washington.

### GOLD MARKET

| | Jan. 30, 1976 | Jan. 29, 1976 |
|---|---|---|
| Gold Bullion (a fine ounce) Close | $128-129 | $128-129 |
| Opening | $128½-129¼ | $128-128¾ |
| Morning fix'g. | $128.00 (£63.025) | $129.00 (£63.572) |
| Afternoon fix'g | $128.15 (£63.126) | $128.60 (£63.365) |
| Gold Coins (domestic'lly) Krugerrand | $131-133 (£64½-65½) | $129¾-131¾ (£64-65) |
| New Sov'r'gns | $40½-42½ (£20-21) | $40½-42½ (£20-21) |
| Old Sov'r'gns | $40½-42½ (£20-21) | $40½-42½ (£20-21) |
| Gold Coins (intern'ally) Krugerrand | $131-133 (£64½-65½) | $131¼-133¼ (£64¾-65¾) |
| New Sov'r'gns | $41½-42½ (£20½-21) | $40¾-41¾ (£20-20½) |
| Old Sov'r'gns | $39½-40½ (£19½-20) | $39¼-40¼ (£19¼-19¾) |
| $20 Eagles | $211-214 | $210-213 |
| $10 Eagles | $108-110 | $105-108 |
| $5 Eagles | $68-71 | $68-71 |

### FOREIGN EXCHANGES

| Jan. 30 1976 | Bank Rates % | Day's Spread | Close |
|---|---|---|---|
| New York | 6½ | 2.0280-2.0315 | 2.0295-2.0305 |
| Montreal | 9 | 2.0265-2.0330 | 2.0315-2.0325 |
| Amsterdam | 4 | 5.40-5.45 | 5.41-5.42 |
| Brussels | 6 | 79.50-79.95 | 79.60-79.80 |
| Copenh'gen | 7½ | 12.48-12.52 | [illegible] |
| Frankfurt | 3½ | 5.25-5.28 | 5.25½-5.26½ |
| Lisbon | 6½ | 55.25-55.80 | 55.30-55.50 |
| Madrid | 7 | 121.20-121.8 | 121.40-121.60 |
| Milan | 6 | 1,506-1,550 | 1,544-1,549 |
| Oslo | 5 | 11.25-11.29 | 11.25-11.26 |
| Paris | 8 | 9.09½-9.10½ | 9.09½-9.10½ |
| Stockholm | 5½ | 8.87-8.91 | 8.89½-8.89½ |
| Tokyo | 6½ | 612-620 | 616-618 |
| Vienna | 6 | 37.00-37.50 | 37.05-37.25 |
| Zurich | 2½ | 5.26½-5.28 | 5.27½-5.28½ |

† Basic discounts. ‡ Given rates are for convertible franc; closing financial franc $1.80-81.50.

### OTHER MARKETS

| | | | Notes Rates |
|---|---|---|---|
| Argentina | n.a. | Argentina | 280-290 |
| Australia | 1.8049-1.8211 | Austria | 36½-38 |
| Brazil | [illegible] | Belgium | 80-82 |
| Finland | 7.77½-7.78½ | Brazil | 22-25 |
| Greece | 70.752-72.489 | Canada | 2.02-2.05 |
| H'gKong | 10.155-10.175 | Denmark | 12.40-.50 |
| Iran | 138-141 | France | 9.00-9.25 |
| Kuwait | 0.588-0.588 | Germany | 5.20-5.35 |
| Luxemb'g | 79.60-79.80 | Greece | 75-80 |
| Malaysia | 5.209-5.254 | Italy | 16.50-17.1 |
| N.Zealand | 1.9520-1.9490 | Japan | 6.10-6.40 |
| Saudi Arab | [illegible] | Netherlands | 5.35-5.50 |
| Singapore | [illegible] | Norway | 11.15-.35 |
| S. Africa | [illegible] | Portugal | 60-75 |
| | | Spain | 119-124 |
| | | Switzerland | 5.20-5.40 |
| | | United States | 2.02-2.04 |
| | | Yugoslavia | 50-40 |

Rate given for Argentina is free rate. Specialist dealers. Rate given is the financial rate. Special financial rate. n.a. not available.

### WEEKLY AVERAGES OF U.K. INDICES

| Week to— | Jan. 30 | Jan. 23 | Jan. 16 | Jan. 9 |
|---|---|---|---|---|
| Financial Times | | | | |
| Govt. Secs. | [illegible] | [illegible] | [illegible] | 61.64 |
| Fixed Interest | [illegible] | [illegible] | [illegible] | 60.66 |
| Industrial Ord. | [illegible] | [illegible] | [illegible] | 389.6 |
| Gold Mines | [illegible] | [illegible] | [illegible] | 238.3 |
| Dealings mkd. | [illegible] | [illegible] | [illegible] | 8,231 |
| F.T. Actuaries | | | | |
| Ind. Group | [illegible] | [illegible] | [illegible] | 154.76 |
| 500-Share | [illegible] | [illegible] | [illegible] | 170.39 |
| All-Share | [illegible] | [illegible] | [illegible] | 163.33 |
| Gov't. Secs. | [illegible] | [illegible] | [illegible] | 49.31 |
| Red. Debs. | [illegible] | [illegible] | [illegible] | 47.58 |

# Protecting the policyholder

LAST WEEK there occurred yet another twist in the tortuous affairs of Fidelity Life Assurance Limited, now in provisional liquidation, when the newly established Policyholders' Protection Board sought a declaration in the Chancery Division of the High Court to open the way for the provisional liquidator to make interim payments to some Fidelity Life policyholders.

The Policyholders' Protection Board has been established under the Policyholders' Protection Act which received Royal Assent on November 12 last. Appointments to the Board are under the control of the Secretary of State, by virtue of powers given him under section 1 of the Act: he announced on November 20 that three well-known insurance men, Messrs MacDonald (of General Accident and until last summer BIA Chairman) Isles (Scottish Equitable) and Grant (Ecclesiastical) had been appointed to the five-man Board.

The Board's duties arise when an insurance company goes into liquidation provided that the petition for liquidation was presented after October 29, 1974, when the Government announced its intention to legislate. (In practice this date is significant primarily to Nation Life policyholders who are outside the protection of the Act as that company's liquidation commenced in July, 1974.) So the Fidelity Life provisional liquidation automatically comes within the purview of the Board, even though the Official Receiver was appointed provisional liquidator on July 28, 1975, some three-and-a-half months before the Policyholders' Protection Act came into force.

Section 6 of the Act applies to compulsory insurance and requires the Board to secure that the liabilities of a company in liquidation are met in full—but in practice the Motor Insurers' Bureau will continue to ensure that Road Traffic Act liabilities are met by the Bureau as hitherto. Section 8 deals with general, short-term, insurance other than compulsory insurance, and requires the Board to secure payment of 90 per cent. of liability to individual policyholders: however claims by corporate policyholders, claims for unearned premiums are not covered and marine, aviation and transport risks and reinsurances are expressly excluded.

Sections 10 to 12 set out the Board's duties in respect of long-term business—principally life assurance, but including permanent health insurance. Here also there is a 90 per cent. rule. The Board must secure such percentage payment of any amounts outstanding at the start of the liquidation and must secure continuity, at least at the 90 per cent. level, of benefits which have not yet fallen due to be paid.

Other sections provide that the Board has powers to arrange for the continuation of a company's business if it is in financial difficulties—for example in provisional liquidation—subject to stringent statutory conditions which preclude any benefit to existing shareholders or any *person who has any responsibility for these difficulties.*

This is but an outline and there is of course a considerable amount of detail in the Act. Part of this fell to be considered in the High Court last week, when the provisions of section 15 (3) (b) was discussed. This sub-section provides that the Board may "secure that payments are made to or on behalf of any such policyholders . . . by the provisional liquidator by giving him an indemnity covering any such payments . . ." and it was under this sub-section that Brightman J. made a declaration.

The judge said that the Policyholders' Protection Board could enter into a three-party deal of indemnity between the Board, Fidelity Life Assurance Limited in provisional liquidation and the Official Receiver, to allow the latter in his capacity as provisional liquidator to make interim payments until a winding-up order is made or a scheme approved by the Board is operational: this indemnity provides him with protection against any personal liability he might otherwise incur, say to other creditors, by making such payments.

So now some Fidelity Life policyholders can look forward to receiving some cash even though the petition for Fidelity Life's winding-up has been adjourned to February 9 and even though the Fidelity Corporation of Richmond, Virginia — the parent company which is still solvent—says it is still considering a scheme which could benefit all policyholders.

## London tea sales

At the tea sales held in London last week 48.750 packages sold realised an average price of 64.51p per kilo compared with 64.33p at the previous sale and against 63.27p a year ago. Plain tea was quoted at 49p.

| | No. of kilos | Average per kilo |
|---|---|---|
| African Highland Prod. | 61,187 | 68½p |
| Amgoorie | 8,359 | 66p |
| Anglo Ceylon and Gen. | 26,172 | 68p |
| Assam Company | 52,849 | 67p |
| Assam Consolidated | 28,297 | 67p |
| Assam Dooars | 15,012 | 61½p |
| Assam Frontier | 145,380 | 68p |
| Attaree Khat | [illegible] | 66½p |
| Blantyre | 13,397 | 57½p |
| Borelli | 13,714 | 67p |
| Cachar and Dooars | 7,978 | 66p |
| Dekhari | 30,962 | 67p |
| Demodera | 13,714 | 61½p |
| Doom Dooma | 47,738 | 67p |
| Eastern Assam | 15,689 | 65½p |
| Imperial | [illegible] | 65p |
| Jokai | 44,396 | 67p |
| Kenya | 116,622 | 67½p |
| Majuli | 12,798 | 64½p |
| Moran | 46,633 | 68p |
| Nayabedde | 23,402 | 65½p |
| Ouvah | 32,263 | 64p |
| Pabbojan | 59,570 | 65½p |
| Scottish Tea and Lands | 49,026 | 63½p |
| Spring Valley | 12,878 | 67p |
| Standard | 29,157 | 69p |
| Telbedde | 14,851 | 67p |
| Tingri | 12,277 | 67½p |
| Tukvar | 15,018 | 68p |
| Upper Assam | 45,142 | 68p |

Stocks at January 23 amounted to 67,278 metric tons compared with 62,068 metric tons a year ago. Converted at 48.953 kilos per package.

### INSURANCE BASE RATES

| | |
|---|---|
| † Atlantic Assurance ... | 11 % |
| Cannon Assurance ...... | 9 % |

† Address shown under Insurance and Property Bond table.

# INTERNATIONAL COMPANY NEWS + EURO MARKETS

EUROBONDS

## New issues reach pricing stage

BY MARY CAMPBELL

THE SECONDARY sector of the Eurodollar bond market has proved remarkably resilient to the spate of new issues launched two weeks ago, which reached the pricing and allocation stage last week. True, the pricing of a number of them clearly indicated that Eurobond investors now feel able to pick and choose much more than earlier in the month. True, a number of them have been marked down sharply in the secondary market. But by and large the market held remarkably stable, and the new issue flow has been able to continue apace, while some increases in amounts have proved possible.

The only U.S. dollar issue to be increased was Seagram, raised from $40m. to $60m. on a par pricing. Those which did particularly badly were Sundstrand, priced at 99 and quoted at 98¼/9¼ on Friday, the Industrial and Mining Development Bank of Iran, also priced at 99 and quoted at 96½/7½ and South Africa, for which no quotation is yet available but which was priced at 98.

New issues announced last week included the following: $75m. for seven years for Banque Française du Commerce Extérieur under Government guarantee, indicated coupon 8¾; $50m. for Montreal for seven years via Union Bank of Switzerland, indicated coupon 9¼; $30m. for Svenska Handelsbanken for ten years via Westdeutsche Landesbank, indicated coupon 9¼; $25m. for Société Financière Européenne for seven years via Bruxelles-Lambert, indicated coupon 9 per cent.; $20m. for Finnish Export Credit for five years via Société Générale de Banque, indicated coupon 9¼; Can$10m. for Provincial Bank of Canada for six years via McLeod Young Weir, indicated coupon 9¾; and an equity issue of about $16m. by the Japanese company Ito-Yokado in the form of 250,000 depository shares, which is being managed by Nomura, Schroder's and Flemings.

Other sectors continue to flourish. Enzo Gutzeit's U/A 20m. issue was increased to U/A 25m. and priced at par.

## More losses from Abbey Capital

By James Forth

SYDNEY, Feb. 1.

ABBEY CAPITAL, one of Australia's largest property groups, sank further into the red in the half-year to September 1975. The group produced an overall loss on trading of $A1.5m., compared with a $A582,000 deficit in the first half of 1974-75 and a loss for the full year of $A2.5m.

However, the group has incurred additional substantial losses after taking into consideration all unrealised losses on currency realignments and deficiencies on property valuations. The U.K. controlled group sank more than $A200m. into development projects during the height of a property boom. It was funded by the Crown Agents which guaranteed to provide Abbey Capital's requirements—either from its own or outside sources.

The Crown Agents hold an equity interest of about 40 per cent. in the Abbey Capital group. Faced with their own cash difficulties the Agents "entered into discussions with other shareholders in the group with a view to reconstruction of the group to ensure the flow of long-term funds necessary for the Australian group's operations."

## Amatil lifts earnings

BY JAMES FORTH

STOCKHOLM, Feb. 1.

ALLIED Manufacturing and Trading Industries (Amatil), the large tobacco, food and packaging group, lifted earnings by 7.6 per cent., from $A14.26m. to $A15.34m. in the year to October 31.

The results fulfil the directors' forecast of higher profits for the full year, despite a 52 per cent. slump in earnings for the first half from $A9.7m. to $A4.2m. Profits rebounded in the second half from $A4.5m. to $A11.1m.

The first half downturn was largely due to a sharp decline in livestock values. The group still incurred a loss on meat operations for the full year, as a result of reduced overseas demand and a sharp drop in selling prices, together with a continued fall in the market values of beef cattle.

These factors necessitated a substantial write down in book values of livestock.

Poor results in this area were more than offset by the effect of approvals for price increases granted during the year by the prices Justification Tribunal and lower tax payments through utilisation of tax losses.

Despite the improvement, the latest results fall well short of the record profit of $A24.12m. earned in 1973-74.

Amatil is about 36 per cent. owned by British American Tobacco, and was formerly known as British Tobacco (Australia). Earlier this year the company sought to raise $A18m. through an issue of unsecured notes but attracted subscriptions of only $A1.5m. It has since raised $A15m. through a syndicated revolving credit loan.

## Jardine bids for Indochina minority

HONG KONG, Feb. 1.

Jardine, Matheson is bidding for all the shares in Indochina Steam Navigation (HK) which it does not already own.

Terms of the bid are four HK dollars in cash for every one dollar nominal deferred Ordinary share and one dollar cash for every six per cent. cumulative preferred Ordinary share, Jardine said.

The total value of the bid is $HK30m. in cash.

Jardine and its subsidiaries already own 53 per cent. of the 15.1m. deferred shares and 99 per cent. of the 3.23m. cumulative preferred shares.

Jardine said that Indochina Steam Navigation is proposing an unchanged 1975 dividend of 20 cents on the deferred shares and six cents on the cumulative preferred shares, for which shareholders will still qualify.

Directors of the shipping firm recommend acceptance of the bid and holders of 40 per cent. of the deferred shares have already indicated their acceptance.

## Eurobond market study

A NEW study of the market[*] has been ... the Financial Times ... written by Dr. Hans ... who was with Dresdner ... Frankfurt at the ... moved to Deutsche ... Kommunalbank.

[*] The Eurobond Market ... Financial Times Business ... Bracken House, Cannon Street, London, ... plus postage.

## 3M improves

IMPROVED fourth quarter ... and earnings for 3M ... still not enough to ... overall economic slow... the year.

3M reports a sales ... the year of 6.5 per cent.

# Indices

## NEW YORK

### DOW JONES AVERAGES

## STANDARD AND POORS U.S. STOCK INDICES

| | *Industrials | †Composite |
|---|---|---|
| Jan. 30 | 113.10 | 100.86 |
| 29 | 112.21 | 100.11 |
| 28 | 110.34 | 98.53 |
| 27 | 111.06 | 99.07 |
| 26 | 111.72 | 99.68 |
| 23 | 111.16 | 99.21 |
| 22 | 109.79 | 97.94 |
| 1975-76 High | 113.10 (3/1/76) | 100.86 (30/1/76) |
| 1975-76 Low | 77.71 (8/1) | 70.74 (8/1) |

* 425 Industrials. † 425 Industrials, 50 Utilities, 25 Rails.

## STOCK AND BOND YIELDS

| | Jan. 28 1976 | Jan. 21 1976 | Feb. 5 1975 |
|---|---|---|---|
| Ind. Ord. yield pc | 3.42 | 3.42 | 4.34 |
| Ind. Ord p/e ratio | 13.57 | 13.53 | 8.64 |
| Long-term Govt. Bds. per cent. | 5.83 | 3.51 | 6.21 |

## FRIDAY'S ACTIVE STOCKS

| | Stocks traded | Closing price | Change on day |
|---|---|---|---|
| Citicorp | 796,100 | 32¼ | +⅜ |
| Polaroid | 357,400 | 37⅜ | −1 |
| Westinghouse Elec. | 348,300 | 15⅜ | −⅛ |
| Amer. Tel. Tel. | 279,100 | 55⅜ | +⅛ |
| Comm. Satellite | 273,300 | 29 | +1⅛ |
| RCA | 269,500 | 23⅜ | +⅛ |
| McDonalds | 263,200 | 62⅜ | +⅛ |
| Champ. Inter. | 234,300 | 26¼ | +⅛ |
| General Motors | 252,600 | 64⅜ | +1⅛ |
| Ryder Systems | 250,900 | 11 | −⅛ |

## TORONTO

### INDUSTRIAL INDEX

### MONTREAL

### COMBINED INDEX

## JOHANNESBURG

## MELBOURNE YIELDS

| Av'ge yield on 50 Leading Stocks | Jan. 29 | Jan. 22 | Jan. 16 |
|---|---|---|---|
| On Dividends | 5.43 | 5.44 | 5.55 |
| On Earnings | 8.97 | 8.99 | 7.21 |

## SYDNEY ALL ORD. INDEX

| Jan. 30 | Jan. 29 | High 1975-6 | Low 1975-6 |
|---|---|---|---|
| 458.30 | 457.15 | 472.85 (23/1/76) | 299.98 (9/1) |

## TOKYO NEW SE INDEX

Base=100 January 4, 1968.

| Jan. 30 | Jan. 29 | High 1975-6 | Low 1975-76 |
|---|---|---|---|
| 340.85 | 339.26 | 341.57 (16/1/76) | 268.24 (10/1) |

## HONG KONG INDEX *

| Jan. 30 | Jan. 29 | High 1975-6 | Low 1975-6 |
|---|---|---|---|
| 423.50 | 411.49 | 423.50 (30/1/76) | 160.48 (9/1) |

## SINGAPORE INDEX §

| Jan. 30 | Jan. 29 | High 1975-6 | Low 1975-6 |
|---|---|---|---|
| 282.26 | 277.58 | 282.26 (30/1/76) | 153.80 (9/1) |

## EUROPE

## AUSTRALIAN WEEKLY LIST

## HONG KONG

## SINGAPORE STOCKS

## JOHANNESBURG

## CANADIAN WEEKLY LIST

# OVERSEAS SHARE INFORMATION

## NEW YORK

## CANADA

## GERMANY

## MILAN

## AMSTERDAM

## PARIS

## SWITZERLAND

## COPENHAGEN

## STOCKHOLM

## VIENNA

## BRUSSELS/LUXEMBOURG

## SPAIN

## TOKYO

## OSLO

هكذا اصل الأصل

# AUTHORISED UNIT TRUSTS

# INSURANCE, PROPERTY, BONDS

# OFFSHORE AND OVERSEAS FUNDS

## REGIONAL MARKETS

## NCIAL TIMES STOCK INDICES

| | Jan. 30 | Jan. 29 | Jan. 28 | Jan. 27 | Jan. 26 | Jan. 23 | A year ago |
|---|---|---|---|---|---|---|---|
| ... | [illegible] | 64.79 | 65.64 | 63.61 | 65.65 | 65.10 | 56.46 |
| ... | 64.12 | 65.48 | 62.98 | 62.86 | 62.66 | 64.22 | 57.19 |
| ary... | 417.4 | 408.7 | 404.6 | 399.6 | 404.1 | 399.6 | 256.9 |
| ... | 218.5 | 216.9 | 216.4 | 211.0 | 212.7 | 211.4 | 318.0 |
| ... | 5.07 | 5.17 | 5.21 | 5.27 | 5.21 | 5.47 | 9.30 |
| ... | 14.57 | 14.84 | 14.95 | 15.16 | 14.94 | 15.09 | 23.99 |
| ... | 10.11 | 9.93 | 9.85 | 9.74 | 9.86 | 9.76 | 5.82 |
| ... | 8,466 | 7,664 | 7,160 | 8,166 | 8,616 | 7,880 | 12,442 |
| ... | — | 94.06 | 65.00 | 80.66 | 87.24 | 96.79 | 140.43 |
| ... | — | 17,604 | 17,606 | 18,705 | 20,650 | 19,286 | 35,437 |

... 413.6. 11 a.m. 416.6. Noon 413.4. 1 p.m. 412.8. 2 p.m. 413.9. 3 p.m. 413.9.

Latest Index 01-246 8026.

...ased on 52 per cent. corporation tax. (b) Nil=10.03. ...Govt. Secs. 15.10.26. Fixed Int. 1928. Ind. Ord. 1/7/35. ...SE Activity July-Dec. 1942.

## ...HS AND LOWS

## S.E. ACTIVITY

| — | Jan. 30 | Jan. 29 |
|---|---|---|
| Daily | | |
| Gilt-Edged... | 175.1 | 161.9 |
| Industrials... | 299.0 | 271.5 |
| Speculative | 59.5 | 59.7 |
| Totals | 192.4 | 174.4 |
| 5-day Av'rge | | |
| Gilt-Edged... | 206.0 | 212.9 |
| Industrials... | 278.3 | 271.2 |
| Speculative | 71.0 | 79.9 |
| Totals | 183.2 | 180.6 |

## ...T—ACTUARIES INDICES

| ... | ... 10.29 | 10.16 | 10.08 | 10.05 | 10.11 | 10.00 | 6.05 |
|---|---|---|---|---|---|---|---|
| ... | 172.64 | 170.49 | 169.01 | 168.81 | 169.49 | 167.70 | 102.15 |
| ... | 13.02 | 13.19 | 13.45 | 13.54 | 13.63 | 13.70 | 15.21 |

## ...ASE LENDING RATES

| | | | |
|---|---|---|---|
| ...Banks Ltd. | 10½% | Julian S. Hodge | 11½% |
| ...guese Bank | 10½% | Industrial Bank of Scot. | 10½% |
| ...acher | 10½% | Keyser Ullmann | 11 % |
| ...ilbao | 10½% | Knowsley & Co. Ltd. | 12½% |
| ...erez | 11½% | Lloyds Bank | 10 % |
| ...prus | 11 % | London & European | 11½% |
| ...S.W. | 10½% | London Mercantile | 11½% |
| ...Rhone S.A. | 11 % | Midland Bank | 10 % |
| ...ank | 10½% | ■ Samuel Montagu | 10 % |
| ...ristie Ltd. | 12 % | ■ Morgan Grenfell | 10 % |
| ...ldings Ltd. | 11 % | National Westminster | 10 % |
| ...of Mid. East | 10 % | Northern Comm. Trust | 11 % |
| ...ley | 10½% | Norwich General Trust | 11 % |
| ...manent AFI | 10 % | Portman Guaranty | 11 % |
| ...ater Co. Ltd. | 11 % | P. S. Refson & Co. | 10½% |
| ...ings | 11 % | Rossminster Accept'es | 10 % |
| ...e Japhet | 10 % | Schlesinger Limited | 11½% |
| ...s | 11 % | E. S. Schwab | 12 % |
| ...d Credits | 12 % | Security Trust Co. Ltd. | 12 % |
| ...Bank | °10½% | Shenley Trust | 12½% |
| ...Securities | 10 % | Standard Chartered | 10½% |
| ...nais | 10½% | Sterling Credit | 12 % |
| ...s | 11½% | Thames Guaranty | 11 % |
| ...hers | 11½% | Trade Development Bk. | 10½% |
| ...vrie | 11 % | Twentieth Century Bk. | 12½% |
| ...scount | 11½% | United Bank of Kuwait | 10½% |
| ...n Sons | 10 % | Whiteaway Laidlaw | 11 % |
| ...s | 10½% | Williams & Glyn's | 10 % |
| ...ant. Trust | 11 % | Yorkshire Bank | 10½% |
| ...Guaranty | 10 % | | |
| ...ank | 10½% | | |
| ...hon | 10½% | | |
| ...nk | 10½% | | |
| ...Partners | 13 % | | |
| ... | §10½% | | |
| ...Co | *10½% | | |

■ Members of the Accepting Houses Committee.
* 7-day deposits 6½%. 1-month deposits 6¾%.
† 7-day deposits on sums of £10,000 and under 6½%, up to £25,000 7½% and over £25,000 7¾%.
‡ Demand deposit 6½%.

### Warburg Invest. Mngt. Jrsy. Ltd.

8 Church St., St. Helier, Jsy. C.I. 0534 35511

| | | | | |
|---|---|---|---|---|
| CMF Ltd. Dec 29 | $US20.36 | 18.63 | ..... | — |
| CMT Ltd. Dec. 29 | £10.48 | 10.75 | ..... | — |
| Metals Tst. Jan. 15 | £9.56 | 9.79 | ..... | — |
| TMT Jan. 8 | $US10.44 | 10.71 | ..... | — |
| TMT Ltd. Jan. 8 | £10.70 | 10.97 | ..... | — |

### World Wide Growth Management◆

10a, Boulevard Royal, Luxembourg.

| | | | |
|---|---|---|---|
| Wrld. Wide Gth.Fd | $US11.88 | ..... | — |

## NOTES

Prices do not include $ premium, where applicable, and are in pence unless otherwise indicated. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of U.K. taxes. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. ♥ Net of tax on realised capital gains unless indicated by ◆. § Guernsey yield. ‡ Suspended. ★ Single premium insurance bonds.

THE JOBS COLUMN

# Worries of far Arabia

BY MICHAEL DIXON

NUMEROUS interesting people pass through the largish flat which, during the week, I share with three other people. Their names are Annie, Clare and Di, and honi soit qui mal y pense.

By way of Clare, for example, I have recently met Madig and Avo—two young Armenians who, although they are related to each other of course, are separately making spot checks on different countries looking for somewhere to start up the business activity which no Armenian can be happy without.

It took neither of them more than a few hours to rule out Britain not least because, as Avo said, "it's against the law here for people to save up any capital."

Keeping out such enterprising "citizens of the world" is not, of course, the only effect of our now indigenous difficulty in saving adequately. Another, for the British business manager, is to make the considerable risk of executive unemployment harder to bear. A third is to increase the appeal of jobs being offered in the Middle East.

There is no doubt of the opportunity to save capital when working in the Arabian areas, I am told by Roy Birch, of Peat Marwick Mitchell's executive selection division, who is quite a specialist on employment in the Middle East.

On a £10,000-equivalent salary and with U.K. school fees paid (which is a by no means uncommon arrangement), Mr. Birch says a married couple should be able to save a devaluation-proof £2,000 to £3,000 a year.

Having said that, however, he adds that Britishers would be daft to decide to go without having made themselves thoroughly aware of the problems (for women, even dangers) of being part of an expatriate managerial layer, sandwiched between Arab owners on top and a workforce of other immigrants, such as Yemenis, below.

It is not unknown for a disagreement with the big boss, who apparently tends to be a remote figure, to end in the sudden withdrawal of the expatriate's work permit, leaving him and wife and perhaps children to find their own fares home.

Roy Birch estimates that out of every 100 British managerial types who take such attractive-looking jobs in Arab countries, about 40 fail—with about 20 suffering marriage breakdowns and at least 10 nervous breakdowns.

ERNEST METCALFE, managing director of the National School of Salesmanship, is looking for people who combine technical knowledge of marketing and sales with the rare skill of being able to write English in ways that are readily understood by people whose native language is something different.

The desired course-writers could work for the school either full-time or, perhaps preferably, part-time. Salary for a full-timer would be roughly £6,000, and the base would be the NSS's headquarters in good old Manchester. A part-timer would be paid at a similar rate on achievement and could live anywhere with reasonable access to London or Manchester.

Mr. Metcalfe's address is National House, Manchester M2 7LA—tel. 061-834 8811.

WHETHER IT has sinister implications I don't know, but the Civil Service Commission is seeking a clutch of qualified accountants to whom it is offering "more say in the nation's business." Those interested in any of the following posts should inquire, quoting reference G(B) 590, to the commission at Alencon Link, Basingstoke, Hants RG21 1JB—tel. Basingstoke 68551 or, for answering service, 01-839 1992.

In London there are jobs in the Ministry of Defence's Procurement Executive which annually places contracts for military supplies worth about £1,000m., and in the Department of Industry's central accountancy unit whose work ranges from studying restrictive practices to costing energy supplies, and from weighing up companies' viability to negotiating EEC company law. Starting salaries up to £6,365 with prospects of promotion to chief accountant (up to £7,915) in about two years.

The Procurement Executive also has an opening in Birmingham. Starting salary is up to £5,900 with similar prospects of up to £7,450 for a "permanent" recruit.

The Department of Industry's unit also wants somebody in Manchester, to have a particular concern with regional development. Terms as for Birmingham.

INQUIRIES about these last two should be telephoned to the Professional and Executive Recruitment consultant named, on 01-235-7030. Bases London.

An experienced management development adviser is wanted by the Printing and Publishing Industry Training Board. Work includes developing teaching materials and lecturing. Small company background would help. About £5,000. Gerry Lynch, extension 246.

Borg-Warner wants a skilled analyst to develop programming and operating procedures for new IBM 3776 terminal. Three years experience of ANS-COBOL needed. Age 25-35. Salary about £5,000. David Mason Johns, ext. 343.

# 'Buy British' plea again by Shore

By Philip Rawstorne

MR. PETER SHORE, Trade Secretary, at the weekend renewed his appeal to industry and the general public to "buy British."

It was the most immediate and direct way to help reduce both unemployment and the trade deficit, he said at Mitcham.

Though it would be "unwise" to impose import controls, import saving should be pursued as vigorously as export promotion.

Manufacturing industry and retailers should be encouraged to look first at British sources of supply for plant, components, machine-tools, and goods of all kinds.

The public sector, including local authorities and nationalised industries, should also try to meet their requirements in the home market. Consumers should consider wherever possible the British-made alternatives in the shops.

"Clearly in urging such a course, there is a great obligation on British manufacturers and suppliers to play their part, to improve the quality, range and delivery of the goods and services that the citizen expects."

Mr. Shore gave strong support to Mr. Denis Healey's refusal to contemplate a general reflation of the economy.

# Mrs. Thatcher's warning on propaganda

Financial Times Reporter

MRS. MARGARET THATCHER extended her recent attacks on the growth of Soviet military strength with a warning at the week-end of the threat of Left-wing propaganda.

"We are waging a battle on many fronts," she told an audience in her Finchley constituency.

Mrs. Thatcher, wearing a red chiffon evening gown, contrasted her appearance with her "Iron Lady" label. "Me? A cold war warrior?" she asked.

"Well, yes, if that is how they wish to interpret my defence of values and freedoms fundamental to our way of life."

The "somewhat strange alliance," between Mr. Roy Mason, Defence Secretary, and the Russian Defence Ministry could call her what they liked if they believed she should ignore the build-up of Russian military strength or the Communist presence in Angola.

But these events should not be allowed to blind the country to the more insidious war of words in which truth was twisted into propaganda.

"To the Marxist . . . a freedom fighter is one who helps to bring about Marxism, a system which denies basic freedoms. In other words that so-called freedom fighter is a man who helps to destroy freedom.

The corruption of the "litany of the left," however, came closer to home than Cambodia or Portugal.

It was visible in the distortion and devaluation in the socialist phrase "public ownership," which sounded "cosy and democratic" but in fact meant "a very private world of decisions taken behind closed doors and of accountability to no-one."

# Tory housing policy outlined

IF A CONSERVATIVE Government was elected next time, it would repeal the Community Land Act, switch the emphasis of the housing programme from council house building to owner-occupation and tackle the problems of inefficient direct labour organisations in local authorities, says Mr. Timothy Raison, Opposition spokesman on the environment.

Writing in the February issue of National Builder, journal of the National Federation of Building Trades Employers, Mr. Raison says: "We are concerned at the absence of a sound accounting basis (in many local authorities) and excessive use of direct labour as an alternative to outside private contractors."

# Businessman's Di[illegible]

## U.K. TRADE FAIRS AND EXHIBITIO[illegible]

| Date | Title | Venue |
|---|---|---|
| Current | British International Toy Fair (cl. Feb. 4) | Metropole Centre[illegible] |
| Current | International Spring Fair (cl. Feb. 5) | Nat. Exhib. Ce[illegible] |
| Current | Int. Hardware and Housewares Fair (cl. Feb. 6) | Olympia |
| Feb. 8—12 | Scottish Gifts Fair | Kelvin Hall, [illegible] |
| Feb. 8—15 | International Furniture Show | Earls Court |
| Feb. 9—12 | Spring Floorcoverings Exhibition | Metropole Centre[illegible] |
| Feb. 13—14 | Cruft's Dog Show | Olympia |
| Feb. 15—19 | Blackpool Gifts Fair | Winter Gardens[illegible] |
| Feb. 15—19 | Welsh Gift Fair | Sophia Gdns., Ca[illegible] |
| Feb. 17—19 | Brit. Growers Look Ahead: NFU Exbn./Conf. | Harrogate Exhn. [illegible] |
| Feb. 24—26 | London Smallwares Trade Fair | Berners Hotel, W[illegible] |
| Feb. 24—28 | Automatic Laboratory Techniques Exhibition | West Centre Ho[illegible] |
| Feb. 24—28 | National Stamp Exhibition | New Horticultural[illegible] |
| Feb. 25—28 | Ideal Homes Exhibition | Market Hall, Ca[illegible] |
| Feb. 26—Mar. 7 | Boat Show '76 | Belle Vue, Manc[illegible] |
| Mar. 1—4 | International Men's and Boys' Wear Exhibition | Earls Court |

## OVERSEAS TRADE FAIRS AND EXHIBITI[illegible]

| Date | Title | Venue |
|---|---|---|
| Current | International Sports Equipment Fair (cl. Feb. 15) | Innsbruck |
| Current | International Trade Fair (cl. Feb. 15) | Accra, Ghana |
| Feb. 8—10 | National Shoe Fair | New York |
| Feb. 9—13 | Tel Aviv Fashion Week | Tel Aviv Hilton |
| Feb. 13—16 | Men's Fashion Show | Florence |
| Feb. 14—20 | International Toys Exhibition | Paris |
| Feb. 16—19 | International Hardware Fair | Cologne |
| Feb. 16—20 | International Leather and Footwear Week | Zagreb |
| Feb. 17—20 | Offshore South East Asia Exhibition | Singapore |
| Feb. 19—26 | International Food Fair | Brno, Czechoslova[illegible] |
| Feb. 20—29 | Building Exhibition | Brussels |
| Feb. 21—25 | Design Engineering Exhibition | Dusseldorf |
| Feb. 21—29 | Motor Show | Chicago |
| Feb. 22—25 | American Toy Fair | New York |
| Feb. 22—26 | International Spring Fair | Frankfurt |
| Feb. 22—27 | Spring Gift, Jewellry and Housewares Show | Dallas |
| Feb. 25—Mar. 4 | International Mechanical Handling Exhibition | Basle |
| Feb. 27—Mar. 7 | International Boat Show | Stockholm |
| Feb. 28—Mar. 7 | International Tourism-Exchange Exhibition | Berlin |
| Feb. 28—Mar. 14 | Ideal Home Exhibition | Paris |
| Feb. 29—Mar 3 | European Fashion Fair | New York |

## BUSINESS AND MANAGEMENT CONFERE[illegible]

| Date | Title | Venue |
|---|---|---|
| Feb. 3—5 | IPC Business Press: Power Farming Conference | Royal Bath Htl., B[illegible] |
| Feb. 3—6 | Bradford University: Improving Staff Performance | Heaton Mount, B[illegible] |
| Feb. 3—6 | Direct Mail/Marketing: International Conference | Meridien Hotel, P[illegible] |
| Feb. 4—6 | Financial Times and Investors Chronicle: Euromarkets in 1976 | Royal Lancaster [illegible] |
| Feb. 9—10 | Financial Times: Pensions in 1976 | Royal Lancaster [illegible] |
| Feb. 9—12 | Assoc. of Cert. Accountants: Internal Auditing | Clifton-Ford Hote[illegible] |
| Feb. 9—13 | Kepner-Tregoe: Decision Making for Senior Man. | Royal Bath Htl., B[illegible] |
| Feb. 9—20 | H. Mitchell and Partners: Method Study Course | Beeston, Notts. |
| Feb. 10—11 | City University: Accounting and Finance in Europe | Plaisterers Hall, [illegible] |
| Feb. 11 | College of Marketing: Sales Sauna | Gloucester Hotel, [illegible] |
| Feb. 11 | Economic Models: U.K. Financial Forecasts | 20, Old Queen St[illegible] |
| Feb. 11 | Risk Analysis in Investment | Imperial College, [illegible] |
| Feb. 12 | Executive Information: Leadership Crisis | Hyde Park Htl., [illegible] |
| Feb. 12 | Henley Centre: Forecasting Systems | Howard Hotel, W[illegible] |
| Feb. 12 | WTI: Trading with the OPEC countries | World Trade Cen[illegible] |
| Feb. 15—20 | R.P.N.: Safety in Plastics and Rubber Industry | Fanhams Hall, W[illegible] |
| Feb. 16—17 | Wales Man. Centre: Industrial Marketing | Newcastle-upon-Ty[illegible] |
| Feb. 16—20 | P-E Cons. Group: Leadership in Management | Training Centre, [illegible] |
| Feb. 16—20 | Urwick Man. Centre: Management in R and D | Slough, Berks. |
| Feb. 16—20 | Ind. Assessment and Research: Personnel Testing | 57, Marylebone H[illegible] |
| Feb. 16—20 | Roffey Park/IPM: Interaction Analysis | Roffey Park Colle[illegible] |
| Feb. 17—18 | Financial Times, Chamber of Commerce and Industry, Kuwait, Fairplay International Shipping Weekly: Arab Shipping and Trade | Chamber of Co[illegible] Industry, Kuwa[illegible] |
| Feb. 17—20 | Petroleum News: Offshore South East Asia | Singapore |
| Feb. 18 | A.M.R.: Selling to the Arabian Peninsula | Grand Hotel, Bris[illegible] |
| Feb. 18—20 | Frank Jefkins: Effective Publicity Writing | Connaught Rooms, [illegible] |
| Feb. 22—Mar. 6 | W. D. Scott: Organisation & Methods | Moor Hall, Cookha[illegible] |
| Feb. 24—26 | Coll. Dist. Trades: The Financial Module | 30, Leicester Sq., [illegible] |
| Feb. 24—26 | Dept. of Ind.: Maintenance Engineering | Royal Lancaster H[illegible] |
| Feb. 26 | Inst. of Fuel: Growing Energy | Royal Htl., Scarbo[illegible] |
| Feb. 26 | BCEMA: Profit from Plant Performance | Cafe Royal, W.1 |
| Feb. 26—27 | Fire Protection Assn. National Conf. | Excelsior Htl., He[illegible] |
| Feb. 27 | Inv. and Prop. Studies: Development Land Tax | Royal Lancaster H[illegible] |
| Mar. 3 | Decimus: Communications Crisis in Industry | Quaglino's, Bury S[illegible] |
| Mar. 3—4 | Financial Times and Investors Chronicle: The City in National and International Finance | Royal Lancaster H[illegible] |

## BANKING APPOINTMENTS



## LEGAL NOTICES



No. 00230 of 1976

In the HIGH COURT OF JUSTICE Chancery Division Companies Court. In the Matter of DRIVEACRE LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 22nd day of January, 1976, presented to the said Court by BOULTON AND PAUL (JOINERY) LIMITED whose registered office is situate at Riverside Works, Norwich, Norfolk, Suppliers to the Construction Industry and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, WC2A 2LL on the 23rd day of February, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

BRABY & WALLER,
2-3 Hind Court,
Fleet Street,
London, EC4A 3DS.
Solicitors for the Petitioner.

NOTE.—Any person who intends to appear on the hearing of the said Petition must serve on, or send by post to, the above-named notice in writing of his intention so to do. The notice must state the name and address of the person, or, if a firm, the name and address of the firm and must be signed by the person or firm, or his or their solicitor (if any) and must be served, or, if posted, must be sent by post in sufficient time to reach the above-named not later than four o'clock in the afternoon of the 20th day of February, 1976.

No. 00326 of 1976

In the HIGH COURT OF JUSTICE Chancery Division Companies Court. In the Matter of B. J. KEANEY SON AND COMPANY LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 28th day of January, 1976, presented to the said Court by SHELL U.K. LIMITED whose registered office is at Shell Mex House, Strand, London, W.C.2., Petroleum Distributors, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, WC2A 2LL on the 1st day of March, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

BEACHCROFT, HYMAN ISAACS,
1, Chancery Lane,
London, WC2A 1SU
Solicitors for the Petitioner.

NOTE.—Any person who intends to appear on the hearing of the said Petition must serve on, or send by post to, the above-named notice in writing of his intention so to do. The notice must state the name and address of the person, or, if a firm, the name and address of the firm and must be signed by the person or firm, or his or their solicitor (if any) and must be served, or, if posted, must be sent by post in sufficient time to reach the above-named not later than four o'clock in the afternoon of the 27th day of February, 1976.

No. 00230 of 1976

In the HIGH COURT OF JUSTICE Chancery Division Companies Court. In the Matter of TRUFORM PLASTICS LIMITED and in the Matter of The Companies Act, 1948.

NOTICE IS HEREBY GIVEN, that a Petition for the Winding up of the above-named Company by the High Court of Justice was on the 21st day of January, 1976, presented to the said Court by CONVER FOAM LIMITED whose registered office is situate at Castle Chambers, Castle Street, Liverpool, L2 9SJ, Flexible Foam Converters, and that the said Petition is directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London, WC2A 2LL on the 23rd day of February, 1976, and any creditor or contributory of the said Company desirous to support or oppose the making of an Order on the said Petition may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of the said Company requiring such copy on payment of the regulated charge for the same.

HERBERT OPPENHEIMER,
NATHAN & VANDYK,
20, Copthall Avenue,
London Wall, London, E.C.2.
Solicitors for the Petitioners.

NOTE.—Any person who intends to appear on the hearing of the said Petition must serve on, or send by post to, the above-named notice in writing of his intention so to do. The notice must state the name and address of the person, or, if a firm, the name and address of the firm and must be signed by the person or firm, or his or their solicitor (if any) and must be served, or, if posted, must be sent by post in sufficient time to reach the above-named not later than four o'clock in the afternoon of the 20th day of February, 1976.

## COMPANY NOTICES

Société Civile des Propriétaires d'obligations 10% 1975-1985 de US$1.000 de la Société Nationale des Pétroles d'Aquitaine

Siège Social: 41, avenue de l'Opéra Paris 2ème

AVIS DE CONVOCATION

Messieurs les propriétaires d'obligations 10% 1975-1985 de US$1.000 de la Société Nationale des Pétroles d'Aquitaine, émises en Novembre 1975 représentant l'emprunt de US$30.000.000, crées jouissance 1er novembre 1975 sont convoqués par la société débitrice, la Société Nationale des Pétroles d'Aquitaine en Assemblée Générale, pour le 18 février 1976 à 11 heures au 41, avenue de l'Opéra à Paris 2ème, à l'effet de délibérer et statuer sur l'ordre du jour suivant:

Ordre du Jour

"Ratification de la désignation des premiers administrateurs de la Société Civile des propriétaires d'obligations 10% 1975-1985 de US$1.000 de la Société Nationale des Pétroles d'Aquitaine, conformément à l'article 7 des statuts de la Société Civile."

Les porteurs d'obligations, pour pouvoir assister ou se faire représenter à l'Assemblée, devront déposer leurs titres cinq jours au moins avant la date fixée pour la réunion dans les caisses des Banques ou Etablissements de crédit ayant participé au placement de ces obligations et chez lesquels des pouvoirs sont tenus à la disposition des propriétaires d'obligations qui en feront la demande.

SOCIETE NATIONALE DES PETROLES D'AQUITAINE

CAISSE NATIONALE DES TELECOMMUNICATIONS

7¾% 1972-76-84
FF. 125,000,000 LOAN

The redemption on 1 March, 1976, for which a sum of FF.5,000,000 is planned, has been completely repurchased on the Stock Exchange.
Amount remaining in circulation after 1 March, 1976: FF.120,000,000.

Paying Agent:
BANQUE DE PARIS ET DES PAYS-BAS
POUR LE GRAND DUCHE DE LUXEMBOURG

WANKIE COLLIERY COMPANY LIMITED
(Incorporated in Rhodesia)

NOTICE TO HOLDERS OF 5½ PER CENT. FIRST MORTGAGE DEBENTURE STOCK 1962-78
INTEREST PAYMENT NO. 45

NOTICE IS HEREBY GIVEN that no transfers of debenture stock will be registered by the Company during the period 14th to 29th February, 1976, both dates inclusive, and that warrants in payment of interest due in respect of the half year ending 29th February, 1976 are due to be paid on that date to debenture stockholders registered at the close of business on 13th February, 1976.

Interest is payable in United Kingdom currency and payment will be made from Salisbury and Johannesburg in the Rhodesian or South African equivalent of the sterling value at the rate of exchange ruling at the close of business on 27th February, 1976. Cheques in payment of interest will be despatched as soon as possible thereafter.

Owing to current exchange control regulations, the Company is unable to make payment of interest to stockholders resident in the United Kingdom, Zambia or Tanzania. Interest due to such stockholders must be paid into a blocked account in the stockholder's name with a registered commercial bank in Rhodesia. The Rhodesian exchange control regulations permit the investment of funds held in blocked accounts in interest bearing savings and fixed deposit accounts with the commercial banks. Special application may also be made to Rhodesian exchange control through an authorised dealer for permission to use blocked funds for other types of investment in Rhodesia. United Kingdom residents require Bank of England permission to invest their blocked funds in Rhodesia.

Arrangements are being made for stockholders formerly paid from the United Kingdom and who are not resident in the United Kingdom, Tanzania or Zambia to be paid their interest from Rhodesia.

By order of the Board
For and on behalf of
ANGLO AMERICAN CORPORATION OF SOUTH AFRICA, LIMITED
London Secretaries
D. H. J. PATTISON

Office of the United Kingdom Share Transfer Secretaries:
Charter Consolidated Limited,
P.O. Box 102,
Charter House, Park Street,
Ashford, Kent.
TN24 8EQ
London Office:
40, Holborn Viaduct
EC1P 1AJ.

31st January, 1976.

## BUSINESS OPPORTUNITIES



## PERSONAL



## ART GALLERIES



## CLUBS



## CINEMAS—(Cont.)







هكذا من الأصل

## ...il cuts postponed further month

...IAL TIMES REPORTER

...rail services due to ... effect to-day have ...poned for another ...use of the continuing British Rail and the ...il unions to reach ...tional agreement on ... programme.

...to save British Rail ...ll year, the cuts were ...troduced on January ... put back to allow ...he unions to go on. ...the postponement ...rations have been ...the proposals after ...om commuters.

...ccesses include a ...cuts affecting Preston ... commuter services ...estoration of some ...ll which were to be ...the original plan.

... leader has accused ... Railways Board of ...ngs, indecision, poor ...p and inbuilt do-...

...t is made by Mr. Tom ... president of the ... Transport Salaried ...ciation and chairman ...bour Party, in his ...rnal.

...right to be apprehen- ... the Government's ...owards the future of ... system, but it would ...ke to overlook the ...s of the Railways ...f, for their lack of ...d purpose has contri- ...it deal to the present ...on, an obsession with ...-structuring, policy ...d poor salesmanship ...ved a part in present- ...le with a picture of a ...ay."

...ey went on: "I am ...to appreciate that ... has its problems. ... advice on invest- ...s and the stop-go ...olicies of all Govern- ... exerted an influence ... rector would have ...rable.

...less, it has been ...to sense an inbuilt ...ithin the Board's out-look. The reasons why something cannot be done have assumed a greater priority than reasons why they should be attempted."

He added: "For the sake of the industry, irrespective of the pressures imposed by financial restrictions on investment or grant support, 1976 must become the year of replacement by thoroughbred railwaymen of those who have presided and lost their opportunities."

His union is the second largest railway union, with 75,000 members.

## 'Busways could save £2bn.'

By James McDonald

CONVERTING the British Railways' network to "bussways" by taking up the tracks, surfacing the right-of-way and giving priority to express buses could save Britain between £700m. and £1.8bn. a year at 1973 prices, or up to £2bn. at present prices, according to a Reading University study, published to-day.

The authors of the study, Professor Peter Hall and Mr. Edward Smith in the university's department of geography, claim that, if applied generally to all U.K. railway lines, the project could save over 1,200 lives a year.

The study, financed by the Department of the Environment, looks in detail at the possible conversion of six Eastern Region railway lines: the main lines from Liverpool Street to Chelmsford, Colchester and Harwich (with the heavy-traffic branch to Southend Victoria); the cross-town line from North Woolwich to Tottenham; Romford to Upminster; Witham to Braintree; Colchester to Sudbury; and the Crouch Valley line from Wickford to Southminster.

*"Better Use of Rail Ways"—Geographical Papers, Department of Geography, University of Reading; £1.60.*

## ...rginally reflationary ...get forecast

...ECONOMICS STAFF

...NALLY reflationary ...ecting some £800m. ...nomy, is forecast by ... Drew, stockbrokers, ...ruary issue of econo-...ts, out to-day, the ... firm says that ...nting unemployment ...t of this year, the ... offsetting action is ...ited by the balance ...s outlook.

...illips and Drew ex-...ion to moderate this ...ext—to 12½ per cent. ...76 and 9½ per cent. ... envisages a balance ...s deficit of between ...n. in each of these ...

...e supply of overseas ... be tighter this year. ...5, Britain's apparent ...ensive overseas finan-...ies to be the aspect ...mic assessment about ...ave most anxiety." ...round to the gloomy balance of payments forecast is an assumption that the terms of trade will deteriorate from now on and that the growth of import volume will revive as economic activity in the U.K. picks up. Export volume, while rising, may not do all that well, the firm says.

Phillips and Drew believes the British economy will turn round from now on, with a 2 per cent. growth this year and 4 per cent. in 1977. But unemployment will rise to a peak of 1¼m. (excluding students) and only start declining in 1977.

● Also published this morning is the latest Institute of Economic Affairs study of the British economy*. The paper contains the views of 14 economists on problems confronting the British economy this year.

** Catch 76?—14 Escape from Economic Derangement. IEA, 2, Lord North Street, London, S.W.1; £1.50.*

With Chrysler's future in doubt again, **Chris Baur** examines the Scottish strike

# What has gone wrong at Linwood

IT MUST OFTEN seem as though Chrysler's Linwood car workers in the West of Scotland have some kind of collective death wish. The ultimate irony of the current strike there by more than 5,000 production workers is that it is threatening to wreck the Government's £162m. rescue deal, the main political aim of which was to preserve maximum employment in the Scottish plant rather than in the company's Midlands factories.

At least one Cabinet Minister, Mr. William Ross, the Secretary for Scotland, put his career on the line during the Cabinet debate over the future of Chrysler by insisting that Linwood should be maintained almost wholly intact because of the consequences for employment in the West of Scotland which some Scottish Labour MPs believed would follow the plant's closure.

Threatened as Labour is by the Scottish Nationalists' advance, too, a great deal was therefore done to sweeten the medicine at Linwood.

Under the reorganisation agreed between the company and the Government, about 3,000 immediate redundancies were planned at the Scottish plant. This was quickly reduced to less than half (1,350 employees were paid off on Friday) when the company and the local unions agreed to continue until August the three-day week that has been in operation for more than a year.

## Gratitude

In addition, Linwood is to have transferred to it from the Midlands the full production of the Avenger model after the factory's staple Imp and Hunter ranges are phased out this summer. The Scottish plant, at present sends south the body panels, gear boxes, rear axles, front suspension units and steering arms for the Avenger.

The first sign of Linwood's gratitude for all this came early in the New Year when the number of men volunteering for redundancy was almost 60 per cent. more than the level required — 2,319 employees applied for the 1,350 places surplus to requirements. This was a much higher proportion of volunteers than at the Stoke and Ryton plants in Coventry, where the bulk of the 8,000 planned redundancies will take place.

There appear to be two reasons for this. The first is that after a year of short-time working, a large number of men simply want the cash-in-hand. The second—which seems to contradict the political calculation behind insistance on saving Linwood—is that many employees know from experience that they might pick up alternative work more easily than the comparatively high local unemployment rates suggest.

Against this background, the current strike is further evidence of Linwood's ambivalent attitude towards the rescue deal. The fact is that a significant number of employees appear to have little or no faith in the future of the plant, which has operated under periodic threats of closure first by Rootes and then by Chrysler since it opened in 1963.

## Pressure

For years the company rarely sought to conceal the fact that it was "forced" to set up the Clydeside plant against its better judgment by pressure from the then Conservative Government which wished to demonstrate the viability of its regional development policies.

It was the company's somewhat reluctant approach to its Linwood operation that obliged the Labour Goverment in 1967 to make the maintenance and development of the Scottish plant a condition of approval for Chrysler's acquisition of control at Rootes.

In the present situation, the Linwood workers probably cannot help being influenced by the number of times that the company has cried "wolf" without a wolf appearing.

This does not explain the current strike, though. On the face of it, the dispute is over a matter so inconsequential—whether 67 men should be paid £58 or £59 a week for packing car parts—as to leave the distinct impression that the strike has been deliberately engineered.

Yet it is extraordinarily difficult to know at this stage where responsibility for this lies—and what the purpose might be.

On the one hand it seems clear that what has been, in recent years, the firm and "moderate" leadership of Linwood's 300 shop stewards has now been out-manoeuvred by militants, many of whom belong to Trotskyist organisations, who have been looking for a confrontation on the redundancy issue ever since the rescue deal was finalised.

> 'On the face of it, the dispute is over a matter so inconsequential as to leave the distinct impression that the strike has been deliberately engineered.'

They promoted the idea of occupying the Linwood factory in protest against the job losses and the Government's refusal to nationalise Chrysler.

It took considerable effort by John Carty, the convenor of shop setwards, to squash that idea and leave the way open for negotiating fewer redundancies in return for a further eight months of short-time working.

The moderates were undoubtedly helped in this by their suspicions, later confirmed, that there would be no difficulty in finding volunteers for redundancies.

On the other hand, even if militant stewards have now seized the initiative to produce the plant's first big strike for about three years, there is a very clear presumption by most shop stewards that the company is calculatingly using its critical position as an excuse for cutting corners on established disputes procedures.

The stewards claim that the issue is vital, because it could affect the conduct of the complex reorganisation of work planned this Summer between the Midlands and Scottish factories.

Mr. Carty goes further and cites the reasonably peaceful industrial relations record at Linwood while forecasting "anarchy" if established means of resolving disputes are ignored. In addition, senior officials of the Scottish TUC, who have been closely involved in the week-end conciliation efforts, are convinced the company wants to "ride rough-shod over established procedures at the plant" and thus create precedents which will be applied at its other factories.

The dispute itself was sparked off by the company's decision to close a small 100-employee packaging plant at Johnstone and transfer 50 of its workers to the main plant at Linwood. These men agreed to continue their packing work at Linwood for the Johnstone wage rate, which is £1-a-week less than the Linwood rate for similar work. The company also got the agreement of 17 Linwood men to do packing work at the Johnstone rate.

These arrangements were negotiated successfully over five meetings with the Johnstone employees, but a similar set of five meetings with the Linwood shop stewards failed to get their endorsement of the deal.

The company claims that since no precisely comparable work was previously undertaken within Linwood, the relevant pay grade for the job should be the one established at Johnstone.

The stewards argue that the pay grade for the nearest comparable work at Linwood had already been established (it was equivalent to a production worker's basic rate) and that therefore the company is arbitrarily altering an agreement.

Both sides have dug in their heels on the principle, because they feel this kind of situation is bound to arise during the more complex transfers of work between the Midlands and Scotland this summer.

However, the immediate pay issue has been further complicated by the company's statement that it is prepared to concede the higher rate to the 17 Linwood men while the Advisory Conciliation and Arbitration Service continues its quest for a permanent solution.

This does not satisfy the stewards because they have now taken hold of a wider issue—namely the company's freedom to institute "changes" without first negotiating them through established disputes procedures. On this issue, both sides agree that the disputes procedure is not being complied with.

## Agreement

The company, however, says 1—it has the agreement of the individual men concerned about paying the lower rate and that this "harmony" has been wrecked by the shop stewards; 2—that it has stated throughout the course of ten meetings that it is willing to invoke the agreed procedure in order to establish what pay rate should apply to the job, but that because of the Government's pay restrictions, any regrading of the job would have to await the annual pay talks this June; 3—that it is the stewards who have acted "outside procedure" by calling a strike before talks are exhausted; and 4—that the company "is perfectly entitled to effect changes before we have exhausted the procedure."

## Morass

Dropping into this morass is the national agreement concluded by Chrysler and the Government which makes the Government's financial aid to the company conditional upon improved industrial relations and the workers' acceptance of redundancies and work-transfers.

Oddly enough, the Linwood stewards claim to have received a copy of this agreement only three days ago. They say a "quick perusal" of it shows there is no intention of replacing existing plant level disputes procedures which the men claim the company is not operating in the current dispute.

At one time last week it appeared that the company's use of procedure had been eliminated as a major issue, but it has now re-emerged as the main bone of contention between it and the Linwood stewards.

The question which this dispute prompts is whether Linwood regards itself as having a future. The answer to that ultimately lies in its success in selling the car models it makes.

Much of the factory's early uncertainty stemmed from the Imp's failure to emulate the cult of Leyland's competing Mini. The resultant over-capacity at Linwood was largely taken up by transferring Hunter-range production to it, but the Avenger—production of which is to be fully transferred to Scotland—is itself to be withdrawn from production in 1979.

If Chrysler survives, its Scottish plant seems destined to continue leading the hand-to-mouth existence to which it has become accustomed.

# Bank jobs 'assurance'

BY OUR LABOUR STAFF

THE MIDLAND Bank staff section of the Association of Scientific, Technical and Managerial Staffs yesterday claimed to have won an assurance from the bank of no redundancies during the initial stage of the bank's relocation programme this month.

ASTMS made this point in a statement to counter claims by its rival union at the Midland Bank, the National Union of Bank Employees, that it had staved off threatened redundancies and branch closures.

## Entertainment Guide

OPERA & BALLET

THEATRES

CINEMAS

CINEMAS ARE CONTINUED ON PAGE 26





# FT Monthly Survey of Business Opinion



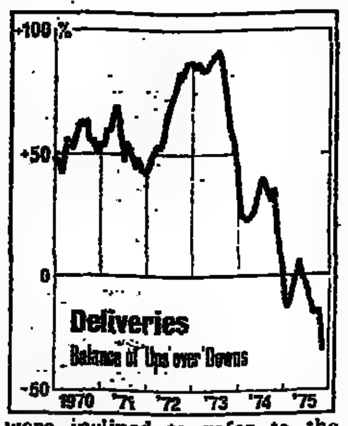
## GENERAL OUTLOOK

### Confidence is coming back

INDUSTRIALISTS have become noticeably more optimistic in recent months both about their own corporate prospects and about the economic situation generally. The improvement was particularly marked last month in electrical engineering and the cars and consumer durables sectors.

The electrical engineering firms who said they were more hopeful gave as their reason improved demand or signs that orders were increasing though not every company in this sector had yet seen an improvement.

In the durables sector and to some extent in stores and consumer services those who had become more optimistic were inclined to refer to the general economic situation rather than to their own experiences. The main factors were a feeling that the recession may at last have bottomed out, signs that inflation was coming under control, more stability in the exchange rate, the unions' response and the improvement in labour relations, and the indications of recovery slowly getting under way in world markets.

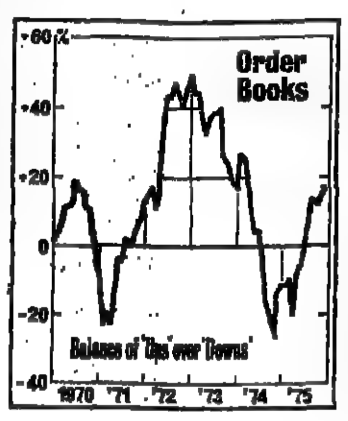



This last point is reflected in a slight improvement in the indicator for export prospects in recent months. Competition however is said to be strong and some companies comment that the benefits of the decline in the sterling exchange rate have been offset by the cost effects of lower output levels.

## ORDERS AND OUTPUT

### Bottoming out

INDUSTRY MAY be more optimistic but the trend of orders and deliveries over the past four months has continued to be downward. Of this month's three sectors, the stores and consumer services sector seems to have had the worst sales experience not only in terms of deliveries over the past four months but also in terms of expected sales over the next few months (which is the context in which this sector answers the question on new orders). It was said that people were still saving and that the relaxation of HP and rental terms has come too late.



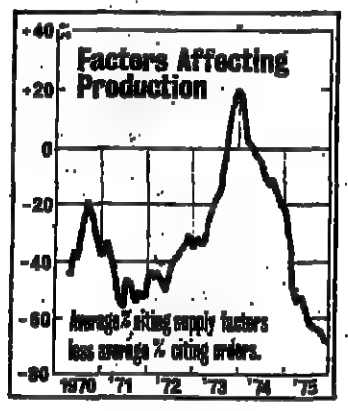

In the cars/consumer durables and electrical engineering sectors, on the other hand, it was generally thought the de-stocking cycle had now been completed but there was also some doubt as to whether sales resulting from a rebuilding of stocks would represent a real upturn.

However, on balance, order books were expected to improve in the next few months and output forecasts further ahead were also being edged up though external factors like inflation and government policy still made forecasting difficult.

## CAPACITY AND STOCKS

### De-stocking at an end

A CHANGE of trend in the stock cycle is clearly indicated by the replies to the questions about stocks. On balance, industry still feels that present stock levels are high in relation to current sales, but the all-industry figures for expected levels of stocks of materials, finished goods and work-in-progress over the coming 12 months are all pointing to a bout of stock re-building later on in the year. At this stage it would seem that the upturn is likely to be modest since almost half the all-industry sample still foresee no change in stock levels but the balance of view among the other half is towards an increase.




As yet, though, even more companies than before are working below planned capacity levels and output rates are still dominated by demand factors such as orders and, in the case of the stores sector, the squeeze on consumer disposable income and the 25 per cent. VAT rate. There were, however, several complaints from durables and electrical engineering firms about top level executive staff being difficult to obtain.

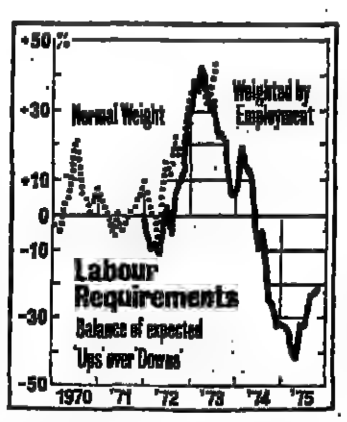
**CAPACITY WORKING** — 4 monthly moving total — January 1976

| | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % | Stores % |
|---|---|---|---|---|---|---|---|
| Above target capacity | 6 | 5 | 7 | 8 | — | 1 | 9 |
| Planned output | 32 | 44 | 39 | 50 | 2 | 68 | 9 |
| Below target capacity | 58 | 47 | 50 | 38 | 98 | 31 | 82 |
| No answer | 4 | 4 | 4 | 4 | — | — | — |

## INVESTMENT AND LABOUR

### Unemployment will still rise

INDUSTRY'S latest manpower forecasts hold out no hope of an early reduction in the numbers of unemployed. The intention to cut-back may not be quite so prevalent as a few months ago but the balance is still downward. The latest survey revealed some sharp differences of view, with the consumer durables sector expecting employment levels to increase, the stores sector expecting them to decrease, and electrical engineering showing more disparate views but the net effect on the all-industry indicator was negligible.

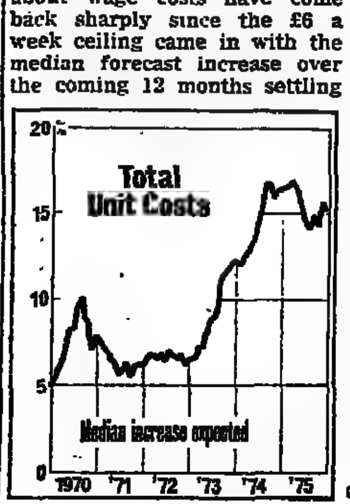



Although industry is in a better state of liquidity than a year ago there was a rather greater tendency than in September for the consumer durables and stores sectors to say that liquidity was too low in relation to current requirements. The "external funds indicator" is also tending to show an increase in the extent to which industry expects to have increased recourse to outside sources of finance in the next year.

## COSTS AND PROFIT MARGINS

### Inflation will stick at 15%

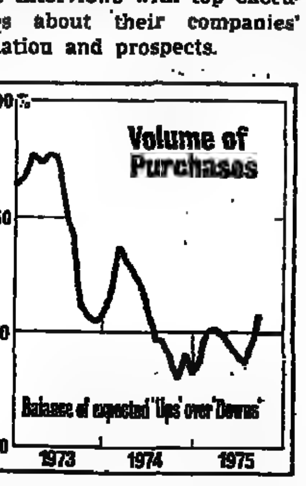
INDUSTRY'S expectations about wage costs have come back sharply since the £6 a week ceiling came in with the median forecast increase over the coming 12 months settling down at about 13-14 per cent. as against 20-22 per cent. last summer.




For total unit costs and output prices the median forecast increase is now around 15 per cent. as compared with 17-18 per cent. at the peak last summer. On all three series the median forecast has remained broadly unchanged for several months.

The outlook for profitability has also shown little change in recent months. The balance of expectations is still downwards, though not so acutely as a year or so ago. Competition, rather than price controls, and the prospect of little or no growth in sales are the main factors.

These surveys, which are carried out for the Financial Times by the Taylor Nelson Group, are based upon extensive interviews with top executives about their companies' situation and prospects.




**PROFIT MARGINS** — 4 monthly moving total — January 1976

| Those expecting profit margins over the next 12 months to: | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % | Stores % |
|---|---|---|---|---|---|---|---|
| Improve | 25 | 21 | 20 | 24 | 84 | 72 | 37 |
| Remain the same | 25 | 30 | 31 | 34 | — | 9 | 8 |
| Contract | 42 | 42 | 42 | 37 | 16 | 19 | 51 |
| No comment | 8 | 7 | 7 | 5 | — | — | 4 |

**GENERAL BUSINESS SITUATION** — 4 monthly moving total — January 1976

| Are you more or less optimistic about your company's prospects than you were four months ago? | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % |
|---|---|---|---|---|---|---|
| More optimistic | 41 | 36 | 31 | 28 | 91 | 61 |
| Neutral | 47 | 45 | 42 | 35 | 7 | 17 |
| Less optimistic | 12 | 19 | 27 | 37 | 2 | 22 |

**EXPORT PROSPECTS (Weighted by exports)** — 4 monthly moving total — January 1976

| Over the next 12 months exports will be: | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % |
|---|---|---|---|---|---|---|
| Higher | 72 | 69 | 62 | 68 | 77 | 99 |
| Same | 11 | 10 | 13 | 12 | 23 | 1 |
| Lower | 14 | 17 | 18 | 14 | — | — |
| No answer | 3 | 4 | 7 | 6 | — | — |

**NEW ORDERS** — 4 monthly moving total — January 1976

| The trend of new orders in the last four months is: | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % |
|---|---|---|---|---|---|---|
| Up | 16 | 20 | 22 | 26 | 2 | 54 |
| Same | 16 | 15 | 12 | 16 | 14 | 6 |
| Down | 56 | 55 | 57 | 54 | 84 | 40 |
| No answer | 12 | 10 | 9 | 4 | — | — |

**PRODUCTION/SALES TURNOVER** — 4 monthly moving total — January 1976

| Those expecting production/sales turnover in the next 12 months to: | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % |
|---|---|---|---|---|---|---|
| Rise over 20% | 1 | 1 | 1 | 1 | 9 | — |
| Rise 15-19% | 1 | 1 | 1 | 1 | — | 2 |
| Rise 10-14% | 5 | 2 | 1 | 2 | — | 4 |
| Rise 5-9% | 15 | 12 | 12 | 15 | 2 | 68 |
| About the same | 53 | 57 | 57 | 56 | 82 | 26 |
| Fall 5-9% | 4 | 4 | 4 | 10 | 7 | — |
| Fall over 10% | 4 | 5 | 4 | 5 | — | — |
| No comment | 17 | 18 | 20 | 10 | — | — |

**STOCKS** — 4 monthly moving total — January 1976

| | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % |
|---|---|---|---|---|---|---|
| Raw materials and components over the next 12 months will: | | | | | | |
| Increase | 35 | 26 | 25 | 17 | 75 | 57 |
| Stay about the same | 42 | 56 | 53 | 56 | 25 | 7 |
| Decrease | 18 | 14 | 17 | 24 | — | 14 |
| No comment | 5 | 4 | 5 | 3 | — | 22 |
| Manufactured goods over the next 12 months will: | | | | | | |
| Increase | 23 | 18 | 23 | 17 | 7 | 81 |
| Stay about the same | 45 | 52 | 43 | 46 | 16 | 13 |
| Decrease | 16 | 17 | 19 | 25 | — | 4 |
| No comment | 16 | 13 | 15 | 12 | 77 | 2 |

**FACTORS CURRENTLY AFFECTING PRODUCTION** — 4 monthly moving total — January 1976

| | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % |
|---|---|---|---|---|---|---|
| Home orders | 87 | 92 | 87 | 83 | 100 | 75 |
| Export orders | 54 | 58 | 52 | 52 | 25 | 68 |
| Executive staff | 10 | 4 | 1 | 1 | 68 | 11 |
| Skilled factory staff | 4 | 4 | 5 | 10 | 2 | 10 |
| Manual Labour | — | — | — | 4 | — | — |
| Components | 9 | 15 | 12 | 9 | 7 | — |
| Raw materials | 9 | 7 | 6 | 1 | — | 4 |
| Production capacity (plant) | 4 | 1 | 1 | — | — | — |
| Finance | 5 | 4 | 1 | 1 | — | 6 |
| Others | 9 | 3 | 3 | 4 | — | 1 |
| Labour disputes | 7 | 13 | 18 | 20 | 7 | 10 |
| No answer/no factor | 2 | 1 | 1 | 6 | — | 23 |

**LABOUR REQUIREMENTS (Weighted by employment)** — 4 monthly moving total — January 1976

| Those expecting their labour force over the next 12 months to: | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % |
|---|---|---|---|---|---|---|
| Increase | 16 | 9 | 8 | 5 | 39 | 41 |
| Stay about the same | 47 | 60 | 60 | 58 | 14 | 56 |
| Decrease | 37 | 31 | 32 | 37 | 47 | 3 |

**CAPITAL INVESTMENT (Weighted by Capital Expenditure)** — 4 monthly moving total — January 1976

| Those expecting capital expenditure over the next 12 months to: | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % |
|---|---|---|---|---|---|---|
| Increase in volume | 35 | 36 | 35 | 31 | — | 15 |
| Increase in value but not in volume | 13 | 6 | 5 | 8 | 58 | 40 |
| Stay about the same | 12 | 18 | 21 | 25 | 21 | — |
| Decrease | 39 | 40 | 39 | 35 | 17 | 44 |
| No comment | 1 | — | — | 1 | 4 | 1 |

**COSTS** — 4 monthly moving total — January 1976

| | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % |
|---|---|---|---|---|---|---|
| Wages rise by: | | | | | | |
| 0-4% | — | — | — | — | — | — |
| 5-9% | 6 | 6 | 6 | 7 | 9 | — |
| 10-14% | 50 | 51 | 52 | 49 | 14 | 77 |
| 15-19% | 33 | 31 | 28 | 27 | 68 | 22 |
| 20-24% | 4 | 4 | 4 | 6 | 7 | — |
| 25-29% | — | — | — | — | — | — |
| 30%+ | 2 | — | — | — | — | — |
| Same | 1 | — | — | — | — | — |
| Decrease | — | — | — | — | — | — |
| No answer | 4 | 8 | 10 | 11 | 2 | 1 |
| Unit costs rise by: | | | | | | |
| 0-4% | — | — | — | — | — | — |
| 5-9% | 10 | 8 | 12 | 11 | 7 | 44 |
| 10-14% | 28 | 23 | 30 | 27 | 84 | 10 |
| 15-19% | 39 | 38 | 28 | 22 | 7 | 41 |
| 20-24% | 7 | 7 | 6 | 10 | — | 4 |
| 25-29% | 4 | 6 | 6 | 9 | — | — |
| 30%+ | — | — | — | — | — | — |
| Same | — | 1 | 1 | 1 | — | — |
| Decrease | — | — | — | — | — | — |
| No answer | 12 | 17 | 17 | 20 | 2 | 1 |

مكان من الأصل

هكذا اصل الأصل



This document contains particulars given in compliance with the Regulations of the Council of The Stock Exchange for the purpose of giving information to the public with regard to London & Scottish Marine Oil Company Limited ("LSMO") and Scottish Canadian Oil & Transportation Company Limited ("SCOT"). Copies of this document, having attached thereto the documents specified in paragraph 7(b) of Appendix VIII below, have been delivered to the Registrar of Companies for registration. Application has been made to the Council of The Stock Exchange for the admission to the Official List of the Oil Production Stocks and the 14 per cent. Unsecured Loan Stocks 1981/83 of LSMO and SCOT.

# London & Scottish Marine Oil Company Limited

**Issues of**
**5,750,000 UNITS of 10p each of OIL PRODUCTION STOCK ("OPS") at a price of 10p per Unit, payable in full on application;**
**and**
**7,500,000 14 per cent. UNSECURED LOAN STOCK 981/83 ("Loan Stock") at a price of £100 per cent., ayable as to £50 per cent. on application and as to £50 per cent. on 16th July, 1976.**

# Scottish Canadian Oil & Transportation Company Limited

**Issues of**
**1,750,000 UNITS of 10p each of OIL PRODUCTION STOCK ("OPS") at a price of 10p per Unit, payable in full on application;**
**and**
**£17,500,000 14 per cent. UNSECURED LOAN STOCK 1981/83 ("Loan Stock") at a price of £100 per cent., payable as to £50 per cent. on application and as to £50 per cent. on 16th July, 1976.**

**Applications for the Loan Stocks and OPS, which must be made on the separate Application Forms provided marked "A" and "B" for LSMO and "C" and "D" for SCOT, can be made only on the terms and conditions set out below. The Directors of LSMO and the Directors of SCOT will give preference to successful applicants for Loan Stock in allotting Units of OPS of the same company up to a maximum of 10 Units for every £100 of Loan Stock allotted. Any allotment of Units above this level will be entirely at the discretion of the Directors of the relevant company.**

...ese issues have been underwritten by Morgan Grenfell & Co. Limited. Under the under-...ting arrangements, certain sub-underwriters between them have undertaken to make firm ...plications for a total of 3,830,000 Units of OPS and a total of £38,300,000 Loan Stock of ...MO, and for a total of 1,160,000 Units of OPS and a total of £11,600,000 Loan Stock of ...COT, and the Directors of LSMO and SCOT respectively have agreed to allot these applica-...ns in full.

Brokerage of 25p per £100 nominal of the Loan Stocks will be allowed to recognised bankers and stockbrokers on allotments made in respect of applications bearing their stamp and VAT registration number if applicable. This brokerage will not, however, be paid in respect of an application (including a firm application) which arises out of a sub-underwriting commitment, or where the banker or stockbroker would be entitled to receive in brokerage a total of less than £1.

**Application lists for the OPS and the Loan Stocks will open at 10 a.m. on Thursday, 5th February, 1976, and may be closed at any time thereafter.**
**Brief descriptions of the OPS and the Loan Stocks are set out in Part 3 of this document, and particulars appear in Appendices VI and VII respectively.**

30th January, 1976.

## ...duction

...The purpose of the issues is to provide London & Scottish Marine Oil Company Limited ...MO") and Scottish Canadian Oil & Transportation Company Limited ("SCOT") with ...to be used towards their shares (currently estimated to be 6.9 per cent. and 2.1 per cent. ...ctively) of the capital cost of developing the Ninian Field ("the Field") and associated ...ies.

LSMO and SCOT have a number of shareholders and directors in common. It is intended ...e two companies should be merged in due course, and that a listing for the shares of the ...ged company should be sought.

Two securities are being issued by each company, and application has been made to the ...cil of The Stock Exchange for their admission to the Official List.

Each company is issuing a number of Units of Oil Production Stock ("OPS"), which is a new type of security, entitling the holders to receive payments (which, although not dividends, will for tax purposes be treated as distributions) related to the value of petroleum production from an interest in the Field equivalent to each company's present interest, and thus to participate in changes in both the volume and the value, expressed in sterling terms, of such production.

Each company is also issuing a 14 per cent. Unsecured Loan Stock 1981/83 ("Loan Stock").

Brief descriptions of the OPS and the Loan Stocks are given in Part 3 of this document, and particulars thereof in Appendices VI and VII.

Although the Ninian Project is proceeding as described in detail in Part 4, and companies with substantial interests and experience in the oil industry are committing large sums to the Project, the Directors of LSMO and SCOT stress that LSMO and SCOT can, with their present combined 9 per cent. interest, exercise only limited voting power on decisions relating to the Project, including the rate of production. Furthermore, investment in oil exploration and development carries a high degree of risk, and factors such as economic and weather conditions, which are beyond the control of LSMO and SCOT and of the participants as a whole, can have a major effect on the timing, progress and outcome of the Project.

The Directors of LSMO and SCOT also wish to stress that the figures in paragraphs 8 and 16, and in paragraph 18, are set out for illustrative purposes only and on no account should be taken as forecasts. They must be read in conjunction with the assumptions and notes set out in those paragraphs. Furthermore, the figures in paragraphs 7 and 15, which are the latest estimates of capital expenditure available to the Directors and which, it should be noted, include substantial escalation and contingency provisions, may alter as the Project progresses.

Parts 1 and 2 of this document set out details concerning LSMO and SCOT respectively. Part 3 sets out details of the securities now being issued, and Part 4 contains details of the Ninian Project.

## ...on & Scottish Marine Oil Company Limited

...England under the Companies Acts 1948 to 1967; Registered Number 1008968.)

...rectors of LSMO collectively and individually accept full responsibility for the accuracy of the information given in this document so far ...relevant to the issues by LSMO, and confirm, having made all reasonable enquiries, that, to the best of their knowledge and belief, there ...other facts the omission of which would make any statement herein relevant to such issues misleading.

...GE FREDERICK BEAUMONT GRANT (*Chairman*),
...House, Washington, Pulborough, Sussex RH20 4AS.
...FREY WILLIAM SEARLE, C.B.E., D.S.C., F.C.A. (*Managing ...tor*),
...ountjoy House, Barbican, London EC2Y 8BP.
...AEL JEREMY KINDERSLEY BELMONT,
...House, Standlake, Oxfordshire OX8 7QA.
...RD BINKS,
...odge, Adel Lane, Leeds LS16 8BP.
...AM GRANT COCHRANE,
...ose Bank Road, Edinburgh EH5 3JH.
...AM PAUL LEDEBOER, D.F.C.,
...ood, Fulmer, Buckinghamshire SL3 6JR.
...HN HARLING MUIR, Bart., T.D., D.L.,
...ummond, Perthshire, by Stirling.
JOHN MICHAEL PIERCE (*Canadian*),
716 Elbow Drive S.W., Calgary, Alberta T2S 2J1, Canada.
DENNIS FENICK GEORGE STROUD,
Newstead Abbey Park, Linby, Nottinghamshire NG15 8GE.
HUGH DAVID HAMILTON WILLS, C.B.E., T.D., D.L.,
Sandford Park, Sandford St. Martin, Oxfordshire OX5 4AJ.

**Alternate Directors**
PETER JOHN SMITH (*Alternate to Mr. M. J. K. Belmont*),
Priory House, Chart Sutton, Kent.
WILLIAM WAYNE GREENTREE (*Canadian*)
(*Alternate to Mr. J. M. Pierce*),
Woodside, Welcomes Road, Kenley, Surrey.

**Secretaries**
James Finlay & Co. Limited,
Hellenic House, 87/97 Bath Street, Glasgow G2 2EZ.

**Registered Office**
12 Tokenhouse Yard, London EC2R 7AN.

**Share Capital**
*Authorised* — *Issued and fully paid*
£7,500,000 in shares of £1 each .. .. .. £7,415,340

**Loan Capital**
*Now being issued*
£575,000 in 5,750,000 Oil Production Stock Units of 10p each
£57,500,000 in 14 per cent. Unsecured Loan Stock 1981/83

...has outstanding £12,068,200 Floating Rate Unsecured Loan Stock 1976, which it is intended will be repaid out of the proceeds of the LSMO issues. ...disclosed above and for intra-group transactions, neither LSMO nor any of its subsidiaries has outstanding any borrowings or indebtedness in the ...wing, including bank overdrafts, liabilities under acceptances or acceptance credits, mortgages, charges or hire-purchase commitments. Commitments ...MO's participation in the Ninian Project are mentioned below; LSMO and its subsidiaries have no material contingent liabilities outstanding.

## Scottish Canadian Oil & Transportation Company Limited

(Incorporated in England under the Companies Acts 1948 to 1967; Registered Number 370280.)

The Directors of SCOT collectively and individually accept full responsibility for the accuracy of the information given in this document so far as it is relevant to the issues by SCOT, and confirm, having made all reasonable enquiries, that, to the best of their knowledge and belief, there are no other facts the omission of which would make any statement herein relevant to such issues misleading.

**Directors**
GEORGE FREDERICK BEAUMONT GRANT (*Chairman*),
Church House, Washington, Pulborough, Sussex RH20 4AS.
GEOFFREY WILLIAM SEARLE, C.B.E., D.S.C., F.C.A. (*Managing Director*),
104 Mountjoy House, Barbican, London EC2Y 8BP.
MICHAEL JEREMY KINDERSLEY BELMONT,
Gaunt House, Standlake, Oxfordshire OX8 7QA.
GRAHAM PAUL LEDEBOER, D.F.C.,
Pinewood, Fulmer, Buckinghamshire SL3 6JR.
SIR JOHN HARLING MUIR, Bart., T.D., D.L.,
Blair Drummond, Perthshire, by Stirling.
JOHN MICHAEL PIERCE (*Canadian*),
716 Elbow Drive S.W., Calgary, Alberta T2S 2J1, Canada.
JOHN WILLIAM ARCHIBALD SHAW STEWART,
Linplum House, Gifford, Haddington, East Lothian EH41 4PE.
EDMUND HOYLE VESTEY,
Waltons, Ashdon, Saffron Walden, Essex CB10 2JD.

**Alternate Directors**
SAMUEL GEORGE ARMSTRONG, BARON VESTEY OF KINGSWOOD (*Alternate to Mr. E. H. Vestey*),
Stowell Park, Northleach, Gloucestershire GL54 3LE.
PETER JOHN SMITH (*Alternate to Mr. M. J. K. Belmont*),
Priory House, Chart Sutton, Kent.
WILLIAM WAYNE GREENTREE (*Canadian*)
(*Alternate to Mr. J. M. Pierce*),
Woodside, Welcomes Road, Kenley, Surrey.

**Secretaries**
James Finlay & Co. Limited,
Hellenic House, 87/97 Bath Street, Glasgow G2 2EZ.

**Registered Office**
12 Tokenhouse Yard, London EC2R 7AN.

**Share Capital**
*Authorised* — *Issued and fully paid*
£7,500,000 in shares of £1 each .. .. .. £5,400,000

**Loan Capital**
*Now being issued*
£175,000 in 1,750,000 Oil Production Stock Units of 10p each
£17,500,000 in 14 per cent. Unsecured Loan Stock 1981/83

SCOT has outstanding £3,700,000 Floating Rate Unsecured Loan Stock 1976, which it is intended will be repaid out of the proceeds of the SCOT issues. Save as disclosed above, SCOT has outstanding no borrowings or indebtedness in the nature of borrowing, including bank overdrafts, liabilities under acceptances or acceptance credits, mortgages, charges or hire-purchase commitments. Commitments arising from SCOT's participation in the Ninian Project are mentioned below; SCOT has no material contingent liabilities outstanding.

## ...) and SCOT

**...visers**
...Grenfell & Co. Limited, 23 Great Winchester Street, London EC2P 2AX.

...e & Co., 12 Tokenhouse Yard, London EC2R 7AN, and The Stock Exchange.
...eig & Co., 139 St. Vincent Street, Glasgow G2 5JP, and The Stock Exchange.

...*olders of the OPS:* Commercial Union Assurance Company Limited, St. Helen's, ...shaft, London EC3P 3DQ.
...*olders of the Loan Stocks:* General Accident Fire and Life Assurance Corporation ...General Buildings, Perth PH1 5TP.

**Solicitors**
*to LSMO and to SCOT:* Slaughter and May, 35 Basinghall Street, London EC2V 5DB.
*to Morgan Grenfell & Co. Limited:* Freshfields, Grindall House, 25 Newgate Street, London EC1A 7LH.
*to the Trustees:* Linklaters & Paines, Barrington House, 59/67 Gresham Street, London EC2V 7JA.

**Auditors and Reporting Accountants**
*to LSMO:* Whinney Murray & Co., *Chartered Accountants*, 175 West George Street, Glasgow G2 2LD.
*to SCOT:* Arthur Young McClelland Moores & Co., *Chartered Accountants*, 151 West George Street, Glasgow G2 2JF.

**Technical Advisers**
Ranger Oil (U.K.) Limited, Glen House, Stag Place, London SW1E 5AG.

**Reporting Petroleum Consultants**
DeGolyer and MacNaughton, One Energy Square, Dallas, Texas 75206, U.S.A.

**Bankers**
*to LSMO:* Williams & Glyn's Bank Limited, 67 Lombard Street, London EC3P 3DL.
*to SCOT:* The Royal Bank of Scotland Limited, 62 Lombard Street, London EC3P 3DE.

**Receiving Bankers, Registrars and Transfer Office**
Williams & Glyn's Bank Limited, 16 Old Broad Street, London EC2N 1DL.

## ...of Contents



*continued overleaf*

# Part 1: London & Scottish Marine Oil Company Limited

## 1. THE COMPANY

### (a) History and Business

LSMO was incorporated in England on 23rd April, 1971 for the purpose of exploring for and producing oil and gas, principally in the United Kingdom sector of the North Sea. Its shareholders are predominantly English and Scottish insurance companies and investment trusts.

In 1972, LSMO, in association with others, was granted three licences to explore for and produce oil and gas in the United Kingdom sector of the North Sea. During 1975, LSMO extended its interests in these Licences by acquisitions from Cawoods Holdings Limited ("Cawoods") and National Carbonising Company, Limited ("NCC"). Details of these Licences and LSMO's interests therein are set out in paragraph 3 below and in Appendix II.

In January 1974, oil was discovered in Block 3/8, in which LSMO has a 23 per cent. interest, and the existence of a major oil field in that Block and in the adjacent Block 3/3 was subsequently confirmed as a result of further exploratory drilling. The field, which has been named the Ninian Field ("the Field"), and in which LSMO's interest (on the basis of its 23 per cent. interest in Block 3/8) is currently estimated at 6.9 per cent., is one of the largest yet discovered in the United Kingdom sector of the North Sea. Work is at present under way to develop the Field commercially.

Since its formation, LSMO has been advised by Ranger Oil (U.K.) Limited ("Ranger") in relation to applications for licences, exploration of areas awarded, development of the Field and other technical matters. Ranger, which is a participant in all the Licences in which LSMO has an interest, is a wholly owned subsidiary of Ranger Oil (Canada) Limited ("Ranger Canada"); Ranger Canada's business is the exploration for, and development and production of, oil and gas in several areas of the world. Further information about Ranger and Ranger Canada is set out in paragraph 5 below.

### (b) The Future

The prosperity of LSMO in the next few years is largely dependent on the successful exploitation of its interest in the Field. LSMO may apply for further licences in the United Kingdom sector of the North Sea and elsewhere, should suitable opportunities arise, but such applications and any exploration costs arising therefrom, or from any further exploration on LSMO's existing Licences, will be financed independently and not from the monies being raised by the present issues.

Discussions have taken place in the past with a view to a merger between LSMO and SCOT. However, SCOT is currently participating in the drilling of an exploration well in Block 23/27, in which LSMO is not a participant. Accordingly, the merger discussions have been suspended but will be resumed as soon as possible with the intention of effecting the merger during 1976. As shown in Appendix II, SCOT is a participant in two of the licences in which LSMO is interested, including that relating to Block 3/8, and it has an interest in one other North Sea licence. LSMO and SCOT have a number of shareholders and Directors in common. It is the intention that a merger would involve the consolidation into single issues of the two OPS and the two Loan Stock Issues now being made by the two companies, and that a listing on The Stock Exchange would be sought for the share capital of the combined company.

## 2. BRIEF DESCRIPTION OF THE NINIAN PROJECT

The principal asset of LSMO is its interest, currently estimated to be 6.9 per cent., in the Ninian Project ("the Project"), described in greater detail in Part 4 below. The Project comprises the development of the Field, the construction of the Ninian pipeline ("the Pipeline") and a share in the terminal facilities now being built at Sullom Voe in the Shetland Islands. LSMO's full enjoyment of its interest in the Project is contingent upon its meeting its share of all the costs related to the Project, and an estimate of LSMO's share of the capital cost is given in paragraph 7 below. Production is scheduled to commence in the second quarter of 1978.

The Field is located some 85 miles east of the Shetland Islands in water approximately 450 feet deep. The oil reservoir lies some 10,000 feet below sea level in Middle Jurassic sandstone, which has been proved productive elsewhere in the North Sea. The locations of the Field and other Blocks in which LSMO is interested are shown in Map 1.

The Field is being developed as a joint enterprise between the participants in Blocks 3/3 and 3/8. The Project is managed by the Ninian Management Committee ("NMC") and other committees, on which the participants in the Field are represented. Chevron Petroleum (U.K.) Limited ("Chevron") has been appointed Operator for the Field by NMC; BP Petroleum Development Limited ("BP") has been appointed Constructor and Operator for the Pipeline, and Constructor for the terminal facilities. With certain exceptions which require unanimous agreement, all decisions of NMC require an affirmative vote of not less than 75 per cent., and are binding upon all participants in the Project. LSMO, with its present interest, can therefore only exercise limited voting power on decisions relating to the Project.

NMC has decided on an 84-well, two platform development, on which work has already commenced and on which heavy capital expenditure is now being incurred. However, it is likely that additional production facilities will be incorporated into the development in due course. Various alternatives are being considered as to how best to provide these facilities and when to install them, but a decision is not expected before the middle of 1976 at the earliest.

Independent petroleum consultants, DeGolyer and MacNaughton, were instructed to report on the reserves in the Field and to produce certain production forecasts. Their report is set out in Appendix I. **It will be seen from that report that DeGolyer and MacNaughton estimate, on the basis of the information provided to them by holders of the licences, that the recoverable oil from the Field is 963,318,000 barrels of proved oil reserves and 146,065,000 barrels of probable oil reserves. DeGolyer and MacNaughton also estimate that primary natural gas liquids available amount to some 20,000,000 additional barrels.**

On the basis of information on the planned development programme provided by Ranger, which includes an assumption that production will commence in the second half of 1978, DeGolyer and MacNaughton have predicted that, by the end of the year 2000, the Field will have produced 772,123,000 barrels of proved oil and 117,420,000 barrels of probable oil (889,543,000 in total). DeGolyer and MacNaughton have also made an alternative prediction, based on the addition of certain further production facilities, which shows oil produced to the middle of the year 1998 at 890,215,000 barrels of proved oil and 135,378,000 barrels of probable oil (1,025,593,000 in total).

Either of the plans could result in greater or lesser volumes of oil being recovered than those shown above if the Field characteristics, or if the location of the wells or the oil production plan which NMC finally adopts, differ from those assumed. If future technological advances in methods of recovery can be applied to the Field, or if conditions, and in particular the oil price, at the time make it economic to prolong the productive period, a greater volume of oil might be recovered.

## 3. LICENCE AND OTHER INTERESTS OF LSMO

LSMO is a participant in the three Licences referred to below. The minimum work obligation imposed by each of them has been completed and, as far as the Directors are aware, all other provisions of the Licences have been complied with. LSMO also has an investment in European Marine Oil N.V. Details of the Licence interests of LSMO and a summary of the principal terms governing such Licences are given in Appendix II, where it is explained that, six years after the issue of a licence, the licensee must surrender half the acreage of the area covered by the licence. Since the licensee may choose which sections of the licence are to be surrendered (within specified limits), the Directors consider that the consequent reduction in the licensed areas will not require LSMO to surrender any interest in the Field or any other area presently considered to be of potential commercial value.

### Licence P.199

LSMO has a 23 per cent. interest in Licence P.199, which relates to Block 3/8. Block 3/8 includes part of the Field, which was first discovered with Well 3/8-1, and subsequently confirmed as a major field by drilling in Block 3/3 and by a second Well, 3/8-2.

Outside the limits of the Field, but still within Block 3/8, two other geological structures have been explored by drilling two further wells. Well 3/8-3 encountered oil-bearing sands; however it cannot be ascertained from the results of this well whether the accumulation is commercial. Well 3/8-4 was drilled as a joint well with the licensees of Block 3/13 near the mutual boundary in the south-east corner of Block 3/8. This well tested small quantities of hydrocarbons in what is believed to be a north-westerly extension of the Alwyn Field.

### Licence P.128

LSMO has a 22.5 per cent. interest in Licence P.128, which covers Blocks 48/18b and 48/19b. The work obligation to drill one exploration well has been completed; the well has resulted in a gas discovery, which is not considered to be commercial at this time.

### Licence P.229

LSMO has a 50 per cent. interest in Licence P.229, which covers Blocks 3/30, 4/21, 4/26 and 21/18. The work obligation to carry out a seismic survey and to drill two exploration wells has been completed and the wells plugged and abandoned.

### European Marine Oil N.V.

LSMO owns 250,000 shares of U.S. $1 par value, 60c paid, of European Marine Oil N.V. ("EMO"), which represents 12.5 per cent. of its issued equity capital. EMO, which is incorporated in the Netherlands Antilles, is a member of a drilling partnership exploring in North America. It is also participating in an exploration licence to drill off the Atlantic Coast of Spain and has applied with other companies for an exclusive exploration licence offshore the Irish Republic. For each of these projects, the Operator is Ranger Canada or one of its subsidiaries.

## 4. DIRECTORS AND MANAGEMENT OF LSMO

Mr. G. F. B. Grant, the Chairman, is Deputy Chairman of Commercial Union Assurance Company Limited and a Director of Witan Investment Company Limited, both of which companies are shareholders in LSMO.

Mr. G. W. Searle has been Managing Director since August 1974. Mr. Searle joined the Anglo-Iranian Oil Company Limited (now The British Petroleum Company Limited) in 1946 and, prior to his retirement in March 1974, was Director of Finance and Planning and Chairman of the Executive Committee of BP Trading Limited, the principal trading subsidiary of The British Petroleum Company Limited. Mr. Searle, who is 61, is also Managing Director of SCOT and is Chairman of Star Offshore Services Limited, a company formed in 1974 to provide services for the oil industry in offshore operations.

Mr. M. J. K. Belmont and Mr. P. J. Smith, his Alternate, are partners in Cazenove & Co., Members of The Stock Exchange. Mr. Belmont is also a Director of EMO.

Mr. E. Binks is Chairman and Managing Director of Cawoods Holdings Limited, a shareholder in LSMO.

Mr. W. G. Cochrane is the Investment Manager of The Edinburgh Investment Trust Limited, a shareholder in LSMO.

Mr. G. P. Ledeboer is a Director of The Mercantile Investment Trust Limited, a shareholder in LSMO.

Sir John Muir, Bart. is a Director of James Finlay & Co. Limited, Secretaries to and a shareholder in LSMO. He is also a Director of Scottish United Investors Limited, a shareholder in LSMO.

Mr. J. M. Pierce is President of, and a substantial shareholder in, Ranger Canada, the parent company of Ranger. He is also Chairman of Ranger and a Director of EMO. Mr. W. W. Greentree, his Alternate, is a Vice President of Ranger.

Mr. D. F. G. Stroud is Chief Executive of National Carbonising Company, Limited, a shareholder in LSMO.

Mr. H. D. H. Wills is a Director of Malton Investment Trust Limited, a shareholder in LSMO.

Mr. Searle is the only executive director of LSMO and is assisted by a small staff, which is shared with SCOT. Secretarial and accounting services are provided by James Finlay & Co. Limited, and technical and other services are provided by Ranger, as mentioned in paragraph 5 below.

## 5. SERVICES PROVIDED BY RANGER

Under an agreement dated 21st January, 1976 (but deemed to have been operative since 1st July, 1974), Ranger provides LSMO with administrative and supervisory services and general advice on relevant technical aspects in relation to the Project.

Ranger represents LSMO on NMC and other committees relating to the Project on which LSMO is entitled to be represented and, except to the extent that LSMO otherwise instructs it, is entitled to vote and commit LSMO as Ranger deems appropriate.

The consideration payable to Ranger by LSMO under the agreement consists of LSMO's proportionate share of the expenses incurred by Ranger in relation to the Project on behalf of members of the Ranger Group (which consists of Ranger, LSMO and SCOT), and a sum in respect of services in relation to the Project provided by Ranger Canada outside the United Kingdom.

The agreement continues unt[illegible] unless previously [illegible] by either party giving not less than twelve months' [illegible] Canada has undertaken to ensure that Ranger is at a[illegible] position to [illegible]

Ranger represents the Ranger Group in dealings [illegible] Operator in respect of Licence P.199. Ranger acts as Operator in respect of Licences P.128 and P.229. LSMO has acted [illegible] operation with Ranger and has been able to rely [illegible] technical and other supporting services in connection with [illegible] of its exploration programme.

Ranger is a subsidiary of Ranger Canada, which was [illegible] in Ontario in 1950, and whose shares are listed on the [illegible] American and the London Stock Exchanges. Although Ranger's activities were originally concentrated in Canada and the U[illegible] it now has interests in several other areas of the world, in[illegible] North Sea where its involvement is substantial.

Ranger first carried out an extensive technical su[illegible] United Kingdom sector of the North Sea in 1964 when [illegible] unsuccessfully, for a production licence in the first round [illegible] awards. In 1970, it again applied for a production licence [illegible] successfully, with SCOT and another company, and in 19[illegible] in the grant of the three Licences referred to in paragraph 3. [illegible] Ranger as Operator has drilled seven wells in the Uni[illegible] sector of the North Sea and is currently drilling an eighth [illegible] also participated with BP or Esso Exploration Norway [illegible] further wells in the North Sea.

Over the past five years, Ranger has employed in [illegible] Kingdom an experienced team of engineers, geologists, g[illegible] and management personnel for work on the North Sea.

## 6. STATE PARTICIPATION

Her Majesty's Government's intention to seek ma[illegible] participation in commercial fields held under existing [illegible] set out in the White Paper "U.K. Offshore Oil and Gas P[illegible] lished in 1974. Since publication of this White Paper, [illegible] confirmed in Ministerial statements that participation [illegible] are voluntary, and that it is intended that participation w[illegible] companies concerned financially neither better nor wo[illegible] if they had not entered into participation agreements.

The Directors of LSMO considered that it would be [illegible] interests of LSMO to enter into discussions with the [illegible] and in May 1975 agreed to early negotiations regarding th[illegible] by the Government of a 51 per cent. participation in LSMO's [illegible] discoveries in the North Sea, and agreed in principle to su[illegible] tion subject to satisfactory terms. Initial negotiations were [illegible] agreement under which the British National Oil Corporation [illegible] would, when incorporated, obtain 51 per cent. of LSM[illegible] in the Project and would, in return for a reward to be agree[illegible] proportionately towards the capital costs of the Project. T[illegible] letter dated 14th November, 1975 from the Departmen[illegible] outlining possible bases for such an agreement is set out [illegible] III.

Following further discussions with the Department [illegible] the Directors have now decided that the interests of LSM[illegible] best served by LSMO continuing to finance its present fu[illegible] the Project without seeking any contribution from BNO[illegible] of a further letter dated 20th January, 1976 from the De[illegible] Energy confirming that, in this event, LSMO will continue [illegible] full financial benefit of its present interest in the Proje[illegible] accordingly it will be financially neither better nor wors[illegible] set out in Appendix III. The letter indicates that a particip[illegible] ment on this new basis could take a form by which B[illegible] obtain title to 51 per cent. of LSMO's interest in the Field, [illegible] in the operating committees and enjoying its proportio[illegible] rights; LSMO would remain responsible for all explorati[illegible] ment and operating costs (including Government royalties) [illegible] continue to own beneficially all relevant assets and al[illegible] produced, subject to BNOC having an option (under [illegible] agreement on commercial terms) to purchase 51 per c[illegible] production at market price.

Any agreement under which LSMO transfers or di[illegible] part or all of its interest in the Field would be subject to [illegible] emptive rights, which would allow the other participants [illegible] P.199 an opportunity to acquire that interest on terms an[illegible]

# Part 2: Scottish Canadian Oil & Transportation Company Limited

## 9. THE COMPANY

### (a) History and Business

SCOT was incorporated in England on 15th January, 1970 for the purpose of exploring for and producing oil and gas, principally in the United Kingdom sector of the North Sea. Its shareholders are predominantly Scottish and English insurance companies and investment trusts.

SCOT, in association with others, has been granted three licences, one in 1970 and two in 1972, to explore for and produce oil and gas in the United Kingdom sector of the North Sea. Details of these Licences and SCOT's interests therein are set out in paragraph 11 below and in Appendix II.

In January 1974, oil was discovered in Block 3/8, in which SCOT has a 7 per cent. interest, and the existence of a major oil field in that Block and in the adjacent Block 3/3 was subsequently confirmed as a result of further exploratory drilling. The field, which has been named the Ninian Field ("the Field"), and in which SCOT's interest (on the basis of its 7 per cent. interest in Block 3/8) is currently estimated at 2.1 per cent., is one of the largest yet discovered in the United Kingdom sector of the North Sea. Work is at present under way to develop the Field commercially.

Since its formation, SCOT has been advised by Ranger Oil (U.K.) Limited ("Ranger") in relation to applications for licences, exploration of areas awarded, development of the Field and other technical matters. Ranger, which is a participant in all the Licences in which SCOT has an interest, is a wholly owned subsidiary of Ranger Oil (Canada) Limited ("Ranger Canada"); Ranger Canada's business is the exploration for, and development and production of, oil and gas in several areas of the world. Further information about Ranger and Ranger Canada is set out in paragraph 13 below.

### (b) The Future

The prosperity of SCOT in the next few years is largely dependent on the successful exploitation of its interest in the Field. SCOT may apply for further licences in the United Kingdom sector of the North Sea and elsewhere, should suitable opportunities arise, but such applications and any exploration costs arising therefrom, or from any current or further exploration on SCOT's existing Licences, will be financed independently and not from the moneys being raised by the present issues.

Discussions have taken place in the past with a view to a merger between SCOT and LSMO. However, SCOT is currently participating in the drilling of an exploration well in Block 23/27, in which LSMO is not a participant. Accordingly, the merger discussions have been suspended but will be resumed as soon as possible with the intention of effecting the merger during 1976. As shown in Appendix II, LSMO is a participant in two of the licences in which SCOT is interested, including that relating to Block 3/8, and it has an interest in one other North Sea licence. SCOT and LSMO have a number of shareholders and Directors in common. It is the intention that a merger would involve the consolidation into single issues of the two OPS and the two Loan Stock issues now being made by the two companies, and that a listing on The Stock Exchange would be sought for the share capital of the combined company.

## 10. BRIEF DESCRIPTION OF THE NINIAN PROJECT

The principal asset of SCOT is its interest, currently estimated to be 2.1 per cent., in the Ninian Project ("the Project"), described in greater detail in Part 4 below. The Project comprises the development of the Field, the construction of the Ninian pipeline ("the Pipeline") and a share in the terminal facilities now being built at Sullom Voe in the Shetland Islands. SCOT's full enjoyment of its interest in the Project is contingent upon its meeting its share of all the costs related to the Project, and an estimate of SCOT's share of the capital cost is given in paragraph 15 below. Production is scheduled to commence in the second quarter of 1978.

The Field is located some 85 miles east of the Shetland Islands in water approximately 450 feet deep. The oil reservoir lies some 10,000 feet below sea level in Middle Jurassic sandstone, which has been proved productive elsewhere in the North Sea. The locations of the Field and other Blocks in which SCOT is interested are shown in Map 1.

The Field is being developed as a joint enterprise between the participants in Blocks 3/3 and 3/8. The Project is managed by the Ninian Management Committee ("NMC") and other committees, on which the participants in the Field are represented. Chevron Petroleum (U.K.) Limited ("Chevron") has been appointed Operator for the Field by NMC; BP Petroleum Development Limited ("BP") has been appointed Constructor and Operator for the Pipeline, and Constructor for the terminal facilities. With certain exceptions which require unanimous agreement, all decisions of NMC require an affirmative vote of not less than 75 per cent., and are binding upon all participants in the Project. SCOT, with its present interest, can therefore only exercise limited voting power on decisions relating to the Project.

NMC has decided on an 84-well, two platform development, on which work has already commenced and on which heavy capital expenditure is now being incurred. However, it is likely that additional production facilities will be incorporated into the development in due course. Various alternatives are being considered as to how best to provide these facilities and when to install them, but a decision is not expected before the middle of 1976 at the earliest.

Independent petroleum consultants, DeGolyer and MacNaughton, were instructed to report on the reserves in the Field and to produce certain production forecasts. Their report is set out in Appendix I. **It will be seen from that report that DeGolyer and MacNaughton estimate, on the basis of the information provided to them by holders of the licences, that the recoverable oil from the Field is 963,318,000 barrels of proved oil reserves and 146,065,000 barrels of probable oil reserves. DeGolyer and MacNaughton also estimate that primary natural gas liquids available amount to some 20,000,000 additional barrels.**

On the basis of information on the planned development programme provided by Ranger, which includes an assumption that production will commence in the second half of 1978, DeGolyer and MacNaughton have predicted that, by the end of the year 2000, the Field will have produced 772,123,000 barrels of proved oil and 117,420,000 barrels of probable oil (889,543,000 in total). DeGolyer and MacNaughton have also made an alternative prediction, based on the addition of certain further production facilities, which shows oil produced to the middle of the year 1998 at 890,215,000 barrels of proved oil and 135,378,000 barrels of probable oil (1,025,593,000 in total).

Either of the plans could result in greater or lesser volumes of oil being recovered than those shown above if the Field characteristics, or if the location of the wells or the oil production plan which NMC finally adopts, differ from those assumed. If future technological advances in methods of recovery can be applied to the Field, or if conditions, and in particular the oil price, at the time make it economic to prolong the productive period, a greater volume of oil might be recovered.

## 11. LICENCE AND OTHER INTERESTS OF SCOT

SCOT is a participant in the three Licences referred to below. Except as mentioned under P.114 below, the minimum work obligation imposed by each of them has been completed and, as far as the Directors are aware, all other provisions of the Licences have been complied with. SCOT also has an investment in European Marine Oil N.V. Details of the Licence interests of SCOT and a summary of the principal terms governing such Licences are given in Appendix II, where it is explained that, six years after the issue of a licence, the licensee must surrender half the acreage of the area covered by the licence. Since the licensee may choose which sections of the licence are to be surrendered (within specified limits), the Directors consider that the consequent reduction in the licensed areas will not require SCOT to surrender any interest in the Field or any other area presently considered to be of potential commercial value.

### Licence P.199

SCOT has a 7 per cent. interest in Licence P.199, which relates to Block 3/8. Block 3/8 includes part of the Field, which was first discovered with Well 3/8-1, and subsequently confirmed as a major field by drilling in Block 3/3 and by a second Well, 3/8-2.

Outside the limits of the Field, but still within Block 3/8, two other geological structures have been explored by drilling two further wells. Well 3/8-3 encountered oil-bearing sands; however it cannot be ascertained from the results of this well whether the accumulation is commercial. Well 3/8-4 was drilled as a joint well with the licensees of Block 3/13 near the mutual boundary in the south-east corner of Block 3/8. This well tested small quantities of hydrocarbons in what is believed to be a north-westerly extension of the Alwyn Field.

### Licence P.114

SCOT has a 45 per cent. interest in Licence P.114, which covers Blocks 22/19, 22/27, 23/11 and 23/27. The work obligation to carry out a seismic survey and to drill four exploration wells will be completed when Well 23/27-3, which is currently being drilled, reaches its projected total depth. Wells 23/27-1, 23/27-2 and 23/11-1 have been plugged and abandoned.

### Licence P.229

SCOT has a 1 per cent. interest in Licence P.229, which covers Blocks 3/30, 4/21, 4/26 and 21/18. The work obligation to carry out a seismic survey and to drill two exploration wells has been completed and the wells plugged and abandoned.

### European Marine Oil N.V.

SCOT owns 50,000 shares of U.S. $1 par value, 60c paid, of European Marine Oil N.V. ("EMO"), which represents 2.5 per cent. of its issued equity capital. EMO, which is incorporated in the Netherlands Antilles, is a member of a drilling partnership exploring in North America. It is also participating in an exploration licence to drill off the Atlantic Coast of Spain and has applied with other companies for an exclusive exploration licence offshore the Irish Republic. For each of these projects, the Operator is Ranger Canada or one of its subsidiaries.

## 12. DIRECTORS AND MANAGEMENT OF SCOT

Mr. G. F. B. Grant, the Chairman, is Deputy Chairman of Commercial Union Assurance Company Limited and a Director of Witan Investment Company Limited, both of which companies are shareholders in SCOT.

Mr. G. W. Searle has been Managing Director since August 1974. Mr. Searle joined the Anglo-Iranian Oil Company Limited (now The British Petroleum Company Limited) in 1946 and, prior to his retirement in March 1974, was Director of Finance and Planning and Chairman of the Executive Committee of BP Trading Limited, the principal trading subsidiary of The British Petroleum Company Limited. Mr. Searle, who is 61, is also Managing Director of LSMO and is Chairman of Star Offshore Services Limited, a company formed in 1974 to provide services for the oil industry in offshore operations.

Mr. M. J. K. Belmont and Mr. P. J. Smith, his Alternate, are partners in Cazenove & Co., Members of The Stock Exchange. Mr. Belmont is also a Director of EMO.

Mr. G. P. Ledeboer is a Director of The Mercantile Investment Trust Limited, a shareholder in SCOT.

Sir John Muir, Bart. is a Director of James Finlay & Co. Limited, Secretaries to SCOT. He is also a Director of Scottish United Investors Limited, a shareholder in SCOT.

Mr. J. M. Pierce is President of, and a substantial shareholder in, Ranger Canada, the parent company of Ranger. He is also Chairman of Ranger and a Director of EMO. Mr. W. W. Greentree, his Alternate, is a Vice President of Ranger.

Mr. J. W. A. Shaw Stewart is Chairman of Stewart Fund Managers Limited, managers of the Scottish American Investment Company Limited, a shareholder in SCOT.

Mr. E. H. Vestey is Chairman of Blue Star Line Limited, a shareholder in SCOT, and is also a Director of Ranger. Lord Vestey, his Alternate, is a Director of Blue Star Line Limited.

Mr. Searle is the only executive director of SCOT and is assisted by a small staff, which is shared with LSMO. Secretarial and accounting services are provided by James Finlay & Co. Limited, and technical and other services are provided by Ranger, as mentioned in paragraph 13 below.

## 13. SERVICES PROVIDED BY RANGER

Under an agreement dated 21st January, 1976 (but deemed to have been operative since 1st July, 1974), Ranger provides SCOT with administrative and supervisory services and general advice on relevant technical aspects in relation to the Project.

Ranger represents SCOT on NMC and other committees relating to the Project on which SCOT is entitled to be represented and, except to the extent that SCOT otherwise instructs it, is entitled to vote and commit SCOT as Ranger deems appropriate.

The consideration payable to Ranger by SCOT under [illegible] ment consists of SCOT's proportionate share of the expens[illegible] by Ranger in relation to the Project on behalf of memb[illegible] Ranger Group (which consists of Ranger, SCOT and LSM[illegible] sum in respect of services in relation to the Project provided [illegible] Canada outside the United Kingdom.

The agreement continues until 1999 unless previously [illegible] by either party giving not less than twelve months' notic[illegible] Canada has undertaken to ensure that Ranger is at all times in [illegible] to fulfil its obligations under this agreement.

Ranger represents the Ranger Group in dealings wi[illegible] Operator in respect of Licence P.199. Ranger acts as Operator of Licences P.114 and P.229. SCOT has acted in close co-[illegible] with Ranger and has been able to rely upon Ranger's tech[illegible] other supporting services in connection with the whole of its e[illegible] programme.

Ranger is a subsidiary of Ranger Canada, which was inc[illegible] in Ontario in 1950, and whose shares are listed on the Tor[illegible] American and the London Stock Exchanges. Although Ranger [illegible] activities were originally concentrated in Canada and the Unit[illegible] it now has interests in several other areas of the world, incl[illegible] North Sea where its involvement is substantial.

Ranger first carried out an extensive technical surve[illegible] United Kingdom sector of the North Sea in 1964 when it [illegible] unsuccessfully, for a production licence in the first round of [illegible] awards. In 1970, it again applied for a production licence, [illegible] successfully, with SCOT and another company, and in 1972 [illegible] in the grant of the three Licences referred to in paragraph 3. Si[illegible] Ranger as Operator has drilled seven wells in the United [illegible] sector of the North Sea and is currently drilling an eighth we[illegible] also participated with BP or Esso Exploration Norway Inc. in si[illegible] wells in the North Sea.

Over the past five years, Ranger has employed in the [illegible] Kingdom an experienced team of engineers, geologists, geop[illegible] and management personnel for work on the North Sea.

## 14. STATE PARTICIPATION

Her Majesty's Government's intention to seek majori[illegible] participation in commercial fields held under existing licences [illegible] out in the White Paper "U.K. Offshore Oil and Gas Policy", pu[illegible] in 1974. Since publication of this White Paper, it has been co[illegible] in Ministerial statements that participation negotiations are vo[illegible] and that it is intended that participation will leave the com[illegible] concerned financially neither better nor worse off than if they h[illegible] entered into participation agreements.

The Directors of SCOT considered that it would be in th[illegible] interests of SCOT to enter into discussions with the Governme[illegible] in May 1975 agreed to early negotiations regarding the acquisi[illegible] the Government of a 51 per cent. participation in SCOT's com[illegible] discoveries in the North Sea, and agreed in principle to such par[illegible] tion subject to satisfactory terms. Initial negotiations were aimed [illegible] agreement under which the British National Oil Corporation ("BN[illegible] would, when incorporated, obtain 51 per cent. of SCOT's inter[illegible] the Project and would, in return for a reward to be agreed, con[illegible] proportionately towards the capital costs of the Project. The tex[illegible] letter dated 14th November, 1975 from the Department of E[illegible] outlining possible bases for such an agreement is set out in Append[illegible]

Following further discussions with the Department of Energ[illegible] Directors have now decided that the interests of SCOT would be [illegible] served by SCOT continuing to finance its present full interest i[illegible] Project without seeking any contribution from BNOC. The text [illegible] further letter dated 20th January, 1976 from the Department of E[illegible] confirming that, in this event, SCOT will continue to enjoy th[illegible] financial benefit of its present interest in the Project and that accord[illegible] it will be financially neither better nor worse off is also set o[illegible] Appendix III. The letter indicates that a participation agreement o[illegible] new basis could take a form by which BNOC would obtain title t[illegible] per cent. of SCOT's interest in the Field, participating in the oper[illegible] committees and enjoying its proportionate voting rights; SCOT w[illegible] remain responsible for all exploration, development and operating c[illegible] (including Government royalties) but would continue to own benefic[illegible] all relevant assets and all petroleum produced, subject to BNOC ha[illegible] an option (under an option agreement on commercial terms) [illegible] purchase 51 per cent. of the production at market price.

[illegible]

# : LSMO continued

y less favourable than those on which such transfer or
oposed to take place. Any proposed State participation
transfer of title to a part of LSMO's interest would be
se pre-emptive rights.

**gh LSMO has held extensive detailed negotiations
iovernment since July 1975 on other bases, no
gotiations on the method by which participation
achieved without SNOC contributing towards
s have yet taken place. Should it prove impossible
o negotiate an agreement which, in LSMO's view,
worse off or which would not achieve the desired
to the exercise of the pre-emptive rights men-
e, then LSMO would withdraw from the negotia-
, as stated above, are voluntary.**

## IATED COSTS

**ted capital cost of the Ninian Project**

s authorised the development of the Field on the basis
ction platforms, which together will have the capacity
ells. As described in greater detail in Part 4, work has
e platforms, the Pipeline and the terminal, which are the
omponents of the Project.

ectors of LSMO have been advised by Ranger that
e latest information provided by Chevron and BP shows
total cost for the Project of £1,138.8 million. The tables
a break-down of this estimated cost between the main
Project and also an estimated spread of this expenditure
1974 to 1982 inclusive.

| | *Base Cost £m.* | *Escalation £m.* | *Contingency £m.* | *Total £m.* |
|---|---|---|---|---|
| and related n facilities | 500.2 | 186.0 | 31.6 | 717.8 |
| | 168.3 | 45.3 | 27.4 | 241.0 |
| ies at e | 97.2 | 63.0 | 19.8 | 180.0 |
| | 765.7 | 294.3 | 78.8 | 1,138.8 |

stimated costs are expected to arise as follows:—

| *1976* | *1977* | *1978* | *1979* | *1980* | *1981* | *1982* | *Total* |
|---|---|---|---|---|---|---|---|
| 337.3 | 331.7 | 151.2 | 72.9 | 49.4 | 47.1 | 14.8 | 1,138.8 |

lation provisions are to cover increases in the general
materials and labour due to inflation. The contingency
to cover work and/or costs within the Project develop-
ich cannot be foreseen at the time of preparing an estimate.
he uncertainties inherent in any estimate.

n the above figures and its present 6.9 per cent. interest
t, LSMO's share of the total estimated cost amounts to
. At 31st December, 1975, LSMO had paid in respect of
9.3 million, leaving £69.3 million to be provided in the
1982 inclusive on the assumption that the escalation and
provisions shown above will be those required.

**ost factors**

on to its contribution to the capital cost of the Project, as
, LSMO will have the following additional major expendi-
ion with the Project:—

erest on the Loan Stock now being issued, and other
ncing costs;

lf-yearly payments on the OPS once the Field is in
duction; and

yments to Ranger for past and future services under the
eement referred to in paragraph 5 above.

ts related to the Project are expected to be reduced by
st on surplus cash balances available from time to time
les of spare capacity, referred to in paragraph 24(c) and
ct of both the Pipeline and the terminal facilities to
other fields in the vicinity of the Field. These sales of
y would effectively reduce the capital cost of the Project.
sale of 50 per cent. of the capacity of the Pipeline and
of the Ninian share of the terminal, LSMO's share of the
s estimated at about £10 million.

## 8. REASONS FOR AND PROCEEDS OF THE ISSUES

The costs of fulfilling LSMO's Licence obligations and of meeting its share of the development expenditure on the Project have until now been borne mainly by its original shareholders. £6,667,215 has been subscribed in cash for equity, the remainder of its present equity capital having been issued in connection with the acquisitions from Cawoods and NCC referred to above. In addition, £12,068,200 Floating Rate Unsecured Loan Stock 1976, repayable on or before 31st March, 1976, was issued in 1975 and has been used as an interim measure to meet the costs of LSMO's share of the Project until early in 1976. However, LSMO's share of expenditure still to be incurred in developing the Field is substantial, and the Directors of LSMO consider it is now appropriate to seek funds from a larger body of investors on a longer term basis.

The proceeds of the issues (after deducting expenses estimated at £2.0 million) will amount to approximately £56.1 million.

**The table set out below demonstrates a possible relationship between the issues and LSMO's cash requirements over the period 1976 to 1983 inclusive, based on the principal assumptions given below. The table is given for illustrative purposes only and should on no account be taken as a forecast. The principal assumptions and the notes should be read in conjunction with the figures.**

It is considered that the illustration below demonstrates the principal features of the financing route chosen by LSMO. Changes in the assumptions on which the illustration is based could materially affect the situation; in particular, the date of commencement of oil production, the capital costs of the Project and the net revenue from oil sales are fundamental.

As appears from the illustration, the present issues are not likely to be sufficient to enable LSMO to meet the full cost of its share of developing the Project, although they should cover a substantial proportion of that cost, most of which is due to be expended by the fourth quarter of 1977. By then, it is expected that the two production platforms will have been towed out and positioned, and that the main elements of the Pipeline and terminal facilities will be nearing completion, and therefore a number of the major risks should have been eliminated.

The Directors of LSMO believe that, in view of the uncertainties inherent in any major project of this kind and, in this instance also, the uncertainties relating to additional production facilities for the Project, it is right to make issues of this size at the present time, leaving decisions as to the amounts of any further moneys required and the methods to be adopted to provide them until the actual needs have become clearer.

***Principal Assumptions***

It is assumed:—

(A) that the capital expenditure required will be for an 84-well, two platform development of the Field. The participants in the Project have discussed extensively the possibility of ordering additional production facilities in order to drain the reservoir of oil in the Field more effectively but, although NMC has decided that additional facilities may be required, no decision has been made on the nature of these additional facilities nor when they will be ordered or commissioned. Accordingly, no provision has been made in the table for the extra cost of any such facilities;

(B) that LSMO will be able to borrow or raise the sums required to meet any cash shortfalls arising during the period;

(C) that production will commence in the second half of 1978 and will take place according to Case 1 of the DeGolyer and MacNaughton report set out in Appendix I;

(D) that LSMO will sell the whole of its share of production of oil throughout the period at a price of U.S. $12.50 per barrel, which has been treated as equivalent to £6.20 per barrel (an exchange rate of U.S. $2.016 to £1);

(E) that any further exploration expenditure incurred by LSMO will not be met from the proceeds of the present issues;

(F) that LSMO finances, and has the benefit of, all its present interest in the Project, and that State participation will not affect this (see paragraph 6 above); and

(G) that the present rates, and system, of taxation (including the Government royalty) will remain unchanged throughout the period, and there will be no change in Government policy materially affecting production or LSMO's interest in the Project.

| | Note | 1976 £m | 1977 £m | 1978 £m | 1979 £m | 1980 £m | 1981 £m | 1982 £m | 1983 £m | 1976-83 £m |
|---|---|---|---|---|---|---|---|---|---|---|
| Opening cash surplus/(deficit) | (1) | 4.8 | 26.1 | (0.2) | (13.9) | (8.1) | 10.4 | 37.6 | 69.8 | 4.8 |
| CASH OUTFLOWS | | | | | | | | | | |
| Capital expenditure on the Project | (2) | 23.3 | 22.9 | 10.4 | 5.0 | 3.4 | 3.3 | 1.0 | — | 69.3 |
| Other costs | (3) | 0.8 | 0.6 | 0.5 | 0.5 | 0.6 | 0.5 | 0.5 | 0.5 | 4.5 |
| Interest paid | (4) | 3.0 | 8.0 | 9.1 | 9.7 | 8.0 | 8.1 | 8.0 | 10.7 | 64.6 |
| Gross payments on the OPS | (5) | — | — | — | 1.3 | 2.4 | 3.1 | 3.8 | 3.3 | 13.9 |
| Repayment of Loan Stocks | (6) | 12.1 | — | — | — | — | — | — | 57.5 | 69.6 |
| Tax paid | (7) | — | — | — | — | — | — | — | 14.7 | 14.7 |
| Total cash outflows | | 39.2 | 31.5 | 20.0 | 16.5 | 14.4 | 15.0 | 13.3 | 86.7 | 236.6 |
| CASH INFLOWS | | | | | | | | | | |
| Net proceeds of the present issues | | 56.1 | — | — | — | — | — | — | — | 56.1 |
| Interest received | (8) | 1.2 | 1.0 | — | — | 0.1 | 1.9 | 4.3 | 3.4 | 11.9 |
| Sale of spare capacity | (9) | 3.2 | 4.2 | 2.0 | 0.4 | 0.1 | — | — | — | 9.9 |
| Net revenue from oil sales | (10) | — | — | 4.3 | 21.9 | 32.7 | 40.3 | 41.2 | 33.6 | 174.0 |
| Total cash inflows | | 60.5 | 5.2 | 6.3 | 22.3 | 32.9 | 42.2 | 45.5 | 37.0 | 251.9 |
| Net change | | 21.3 | (26.3) | (13.7) | 5.8 | 18.5 | 27.2 | 32.2 | (49.7) | 15.3 |
| Closing cash surplus/(deficit) | | 26.1 | (0.2) | (13.9) | (8.1) | 10.4 | 37.6 | 69.8 | 20.1 | 20.1 |

NOTES:

(1) The cash surplus at the start of the period includes the proceeds of the final cash call of 55p per share (on 4,943,560 shares) received on or before 26th January, 1976.

(2) The capital expenditure figures are derived by taking 6.9 per cent. of the estimates of capital expenditure for the Project prepared by BP and Chevron; such expenditure is here assumed to be spread evenly within each year. They include substantial provisions for escalation and contingencies, LSMO's share of which amounts to £20.3 million and £5.4 million respectively over the period 1976 to 1982 inclusive.

(3) Other costs comprise estimates of the amounts payable to Ranger under the terms of the agreement referred to in paragraph 5 above, including amounts payable in 1976 in respect of prior years, and of the management costs of LSMO.

(4) Interest paid comprises gross payments on the Floating Rate Unsecured Loan Stock 1976 and the Loan Stock at their contractual rates, and on annual cash deficits (where applicable), calculated on the basis of an average of opening and closing balances, at the rate of 15 per cent. per annum.

(5) Gross payments on the OPS comprise payments (including the related advance corporation tax) based on the production forecast in Case 1 shown in the DeGolyer and MacNaughton report in Appendix I and a price of oil of £6.20 per barrel. LSMO's share of operating costs, estimated at £1.73 million per annum, and the Government royalty of 12½ per cent. have been deducted from the gross revenue to arrive at the figure upon which the OPS payments are calculated.

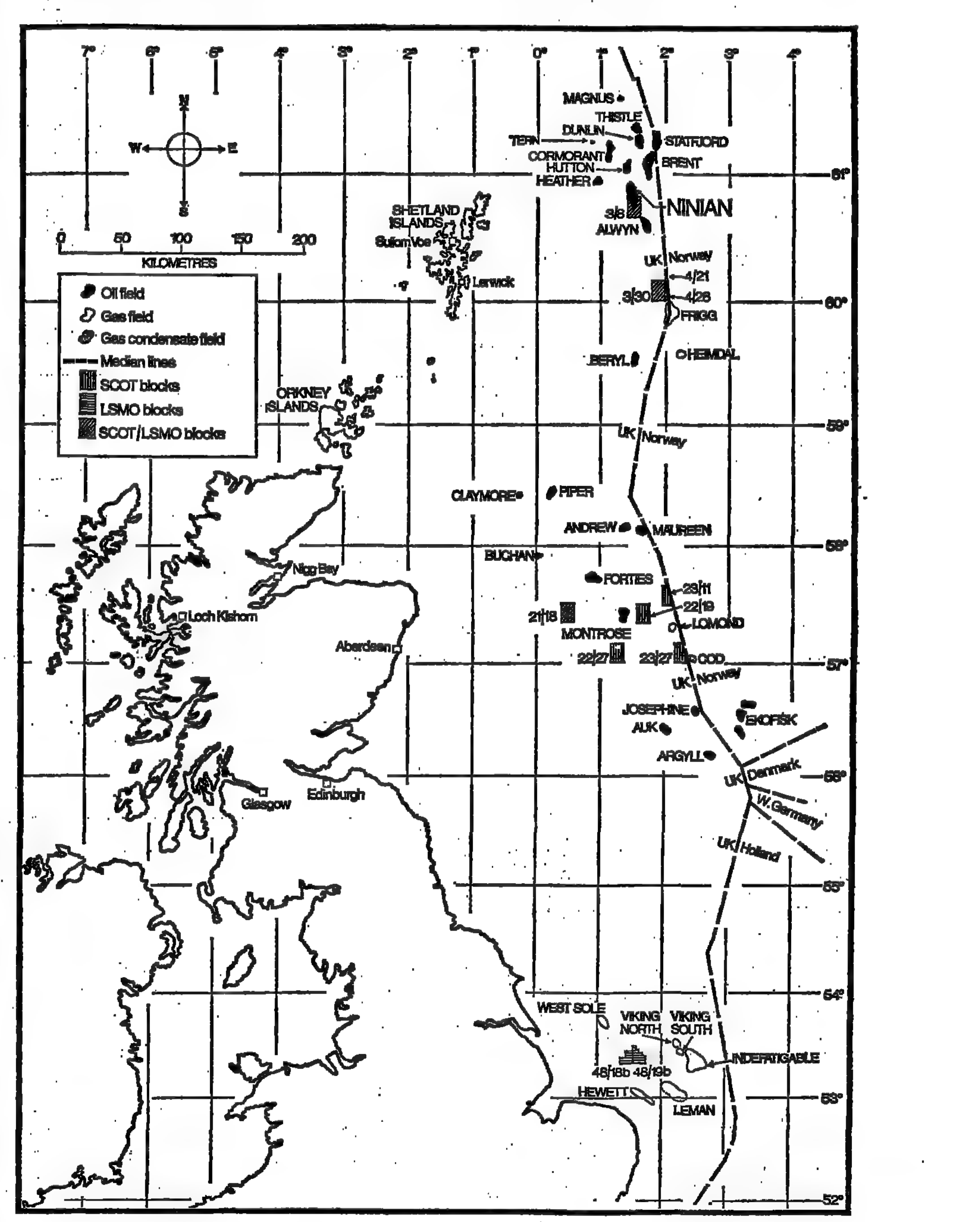
(6) Repayment of Loan Stocks relates to the repayment of the £12.1 million Floating Rate Unsecured Loan Stock 1976 in February 1976 and the £57.5 million Loan Stock on 31st December, 1983.

(7) Tax paid comprises corporation tax and petroleum revenue tax, payable in accordance with present legislation. PRT is computed on the assumption that all capital expenditure (net of spare capacity sold) qualifies for uplift (see paragraph 20 (a) (i)). Tax paid does not include advance corporation tax, which is included in gross payments on the OPS (see Note 5).

(8) Interest received is calculated at the rate of 8 per cent. per annum on annual cash surpluses (where applicable) on the basis of an average of opening and closing balances.

(9) Sale of spare capacity relates to the expected disposal of spare capacity in the Pipeline (approximately 50 per cent.) and the Ninian related terminal facilities at Sullom Voe (approximately 20 per cent.), as referred to in paragraph 7 (b) above. The figures and the timing for the purposes of this illustration have been estimated by Ranger.

(10) Net revenue from oil sales is based on cash receipts from sales less:—
  (i) LSMO's share of operating costs, taken as £1.73 million per annum; and
  (ii) Government royalty, taken at 12½ per cent.




Map 1

# : SCOT continued

ement under which SCOT transfers or disposes of a part
erest in the Field would be subject to certain pre-emptive
would allow the other participants in Licence P.199 an
o acquire that interest on terms and conditions not
favourable than those on which such transfer or disposal
take place. Any proposed State participation involving
f title to a part of SCOT's interest would be subject to
ptive rights.

**h SCOT has held extensive detailed negotiations
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## IATED COSTS

**ed capital cost of the Ninian Project**

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the Pipeline and the terminal, which are the three major
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break-down of this estimated cost between the main
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1974 to 1982 inclusive.

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|---|---|---|---|---|
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| | 168.3 | 45.3 | 27.4 | 241.0 |
| s at | 97.2 | 63.0 | 19.8 | 180.0 |
| | 765.7 | 294.3 | 78.8 | 1,138.8 |

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| *1976* | *1977* | *1978* | *1979* | *1980* | *1981* | *1982* | *Total* |
|---|---|---|---|---|---|---|---|
| 37.3 | 331.7 | 151.2 | 72.9 | 49.4 | 47.1 | 14.8 | 1,138.8 |

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stimated at about £3 million.

## 16. REASONS FOR AND PROCEEDS OF THE ISSUES

*The costs of fulfilling SCOT's Licence obligations and of meeting* its share of the development expenditure on the Project have until now been borne mainly by its original shareholders. £5,400,000 has been subscribed in cash for equity; in addition, £3,700,000 Floating Rate Unsecured Loan Stock 1976, repayable on or before 31st March, 1976, was issued in 1975 and has been used as an interim measure to meet the costs of SCOT's share of the Project until early in 1976. However, SCOT's share of expenditure still to be incurred in developing the Field is substantial, and the Directors of SCOT consider it is now appropriate to seek funds from a larger body of investors on a longer term basis.

The proceeds of the issues (after deducting expenses estimated at £0.7 million) will amount to approximately £17.0 million.

**The table set out below demonstrates a possible relationship between the issues and SCOT's cash requirements over the period 1976 to 1983 inclusive, based on the principal assumptions given below. The table is given for illustrative purposes only and should on no account be taken as a forecast. The principal assumptions and the notes should be read in conjunction with the figures.**

It is considered that the illustration below demonstrates the principal features of the financing route chosen by SCOT. Changes in the assumptions on which the illustration is based could materially affect the situation; in particular, the date of commencement of oil production, the capital costs of the Project and the net revenue from oil sales are fundamental.

As appears from the illustration, the present issues are not likely to be sufficient to enable SCOT to meet the full cost of its share of developing the Project, although they should cover a substantial proportion of that cost, most of which is due to be expended by the fourth quarter of 1977. By then, it is expected that the two production platforms will have been towed out and positioned, and that the main elements of the Pipeline and terminal facilities will be nearing completion, and therefore a number of the major risks should have been eliminated.

The Directors of SCOT believe that, in view of the uncertainties inherent in any major project of this kind and, in this instance also, the uncertainties relating to additional production facilities for the Project, it is right to make issues of this size at the present time, leaving decisions as to the amounts of any further moneys required and the methods to be adopted to provide them until the actual needs have become clearer.

***Principal Assumptions***

It is assumed:—

(A) that the capital expenditure required will be for an 84-well, two platform development of the Field. The participants in the Project have discussed extensively the possibility of ordering additional production facilities in order to drain the reservoir of oil in the Field more effectively but, although NMC has decided that additional facilities may be required, no decision has been made on the nature of these additional facilities nor when they will be ordered or commissioned. Accordingly, no provision has been made in the table for the extra cost of any such facilities;

(B) that SCOT will be able to borrow or raise the sums required to meet any cash shortfalls arising during the period;

(C) that production will commence in the second half of 1978 and will take place according to Case 1 of the DeGolyer and MacNaughton report set out in Appendix I;

(D) that SCOT will sell the whole of its share of production of oil throughout the period at a price of U.S. $12.50 per barrel, which has been treated as equivalent to £6.20 per barrel (an exchange rate of U.S. $2.016 to £1);

(E) that any further exploration expenditure incurred by SCOT will not be met from the proceeds of the present issues;

(F) that SCOT finances, and has the benefit of, all its present interest in the Project, and that State participation will not affect this (see paragraph 14 above); and

(G) that the present rates, and system, of taxation (including the Government royalty) will remain unchanged throughout the period, and there will be no change in Government policy materially affecting production or SCOT's interest in the Project.

| | Note | 1976 £m | 1977 £m | 1978 £m | 1979 £m | 1980 £m | 1981 £m | 1982 £m | 1983 £m | 1976-83 £m |
|---|---|---|---|---|---|---|---|---|---|---|
| Opening cash surplus/(deficit) | (1) | 1.3 | 7.7 | (0.4) | (4.7) | (3.1) | 2.3 | 10.4 | 19.9 | 1.3 |
| CASH OUTFLOWS | | | | | | | | | | |
| Capital expenditure on the Project | (2) | 7.1 | 7.0 | 3.2 | 1.6 | 1.0 | 1.0 | 0.3 | — | 21.1 |
| Other costs | (3) | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 | 0.3 | 0.3 | 2.0 |
| Interest paid | (4) | 1.0 | 2.5 | 2.8 | 3.0 | 2.5 | 2.5 | 2.5 | 3.3 | 20.1 |
| Gross payments on the OPS | (5) | — | — | — | 0.4 | 0.7 | 0.9 | 1.2 | 1.0 | 4.2 |
| Repayment of Loan Stocks | (6) | 3.7 | — | — | — | — | — | — | 17.5 | 21.2 |
| Tax paid | (7) | — | — | — | — | — | — | — | 3.2 | 3.2 |
| Total cash outflows | | 12.0 | 9.7 | 6.2 | 5.1 | 4.5 | 4.7 | 4.3 | 25.3 | 71.8 |
| CASH INFLOWS | | | | | | | | | | |
| Net proceeds of the present issues | | 17.0 | — | — | — | — | — | — | — | 17.0 |
| Interest received | (8) | 0.4 | 0.3 | — | — | — | 0.5 | 1.2 | 1.0 | 3.4 |
| Sale of spare capacity | (9) | 1.0 | 1.3 | 0.6 | 0.1 | — | — | — | — | 3.0 |
| Net revenue from oil sales | (10) | — | — | 1.3 | 6.6 | 9.9 | 12.3 | 12.6 | 10.2 | 52.9 |
| Total cash inflows | | 18.4 | 1.5 | 1.9 | 6.7 | 9.9 | 12.8 | 13.8 | 11.2 | 76.3 |
| Net change | | 6.4 | (8.1) | (4.3) | 1.6 | 5.4 | 8.1 | 9.5 | (14.1) | 4.5 |
| Closing cash surplus/(deficit) | | 7.7 | (0.4) | (4.7) | (3.1) | 2.3 | 10.4 | 19.9 | 5.8 | 5.8 |

NOTES:

(1) The cash surplus at the start of the period includes the proceeds of the final cash call of 25p per share (on 3,600,000 shares) received on or before 5th January, 1976, less amounts held for expenditure in 1976, mainly on Well 23/27-3 referred to in paragraph 11 above.

(2) The capital expenditure figures are derived by taking 2.1 per cent. of the estimates of capital expenditure for the Project prepared by BP and Chevron; such expenditure is here assumed to be spread evenly within each year. They include substantial provisions for escalation and contingencies, SCOT's share of which amounts to £6.2 million and £1.7 million respectively over the period 1976 to 1982 inclusive.

(3) Other costs comprise estimates of the amounts payable to Ranger under the terms of the agreement referred to in paragraph 13 above, including amounts payable in 1976 in respect of prior years, and of the management costs of SCOT.

(4) Interest paid comprises gross payments on the Floating Rate Unsecured Loan Stock 1976 and the Loan Stock at their contractual rates, and on annual cash deficits (where applicable), calculated on the basis of an average of opening and closing balances, at the rate of 15 per cent. per annum.

(5) Gross payments on the OPS comprise payments (including the related advance corporation tax) based on the production forecast in Case 1 shown in the DeGolyer and MacNaughton report in Appendix I and a price of oil of £6.20 per barrel. SCOT's share of operating costs, estimated at £0.53 million per annum, and the Government royalty of 12½ per cent. have been deducted from the gross revenue to arrive at the figure upon which the OPS payments are calculated.

(6) Repayment of Loan Stocks relates to the repayment of the £3.7 million Floating Rate Unsecured Loan Stock 1976 in February 1976 and the £17.5 million Loan Stock on 31st December, 1983.

(7) Tax paid comprises petroleum revenue tax, payable in accordance with present legislation. *PRT is computed on the assumption that all capital expenditure* (net of spare capacity sold) qualifies for uplift (see paragraph 20 (a) (i)). Tax paid does not include advance corporation tax, which is included in gross payments on the OPS (see Note 5).

(8) Interest received is calculated at the rate of 8 per cent. per annum on annual cash surpluses (where applicable) on the basis of an average of opening and closing balances.

(9) Sale of spare capacity relates to the expected disposal of spare capacity in the Pipeline (approximately 50 per cent.) and the Ninian related terminal facilities at Sullom Voe (approximately 20 per cent.), as referred to in paragraph 15(b) above. The figures and the timing for the purposes of this illustration have been estimated by Ranger.

(10) Net revenue from oil sales is based on cash receipts from sales less:—
  (i) SCOT's share of operating costs, taken as £0.53 million per annum; and
  (ii) Government royalty, taken at 12½ per cent.

*continued overleaf*

# Part 3: The securities now being issued

## 17. THE OIL PRODUCTION STOCKS

**(a) Nature of the Oil Production Stocks**

The Oil Production Stocks of LSMO and SCOT now being issued are a new kind of security. Each is technically a loan stock, but instead of fixed interest payments the holders will be entitled to receive half-yearly payments related to the value of the production from the Field in the relevant half year. These payments are not dividends but will for tax purposes be treated as distributions. The calculation of these payments (described in (b) below) depends primarily on the volume of production from the Field and its market value at the time, but the calculation is not related to the profits of the issuing company and is not affected by its outgoings (other than operating costs and the Government royalty). When the half-yearly payments cease (as described in (c) below), the nominal amount of each OPS (that is, 10p per Unit) will be repaid. In certain cases described below, repayment may be accelerated, and in such cases repayment may be at a premium.

The half-yearly payments on the OPS and the repayment of the nominal amount will be unsecured obligations of the issuing company, and as such will rank in the same manner as its other normal unsecured debts, including the Loan Stock and interest payments thereon. Hence, although the calculations of the half-yearly payments will be made as stated above, the ability of the issuing company actually to make any such payments will depend upon it having the necessary cash available at the time the payment falls due.

The issues by LSMO and by SCOT will be separate, and the issuing company will be liable only for payments on the OPS issued by it. The method of calculation of payments on each issue of OPS is designed to make the half-yearly payment due on each Unit of each issue of OPS the same as the corresponding payment due on each Unit of the other issue. The description of the terms and conditions of the OPS which follows, and the particulars which appear in Appendix VI, apply to each of the issues separately.

The Department of Energy has given its consent, insofar as it is required, for the issue of the OPS.

**(b) Half-yearly payments on the Oil Production Stocks**

The holders of OPS are entitled to receive between them, in respect of each half of each calendar year (beginning with the half year in which significant production from the Field commences), an aggregate payment which, together with the appropriate tax credit, is 8.75 per cent. of the Value of Petroleum, calculated as described below.

**Reflecting the intentions of LSMO and SCOT to finance the full cost of the whole of their present interests in the Project and only to enter into voluntary State participation if they retain the full financial benefit of their present interests in the Field, the percentage of the Value of Petroleum has been expressed by reference to the whole of LSMO's and SCOT's present interests and fixed at 8.75 per cent. If, following 51 per cent. State participation on the above basis, LSMO's or SCOT's interest should for any reason become, or be described as, a 49 per cent. interest, but with each company retaining the full financial benefit of its present interest, then the payments on the OPS would be equivalent to approximately 17.86 per cent. of the Value of Petroleum attributable to such a 49 per cent. interest. The actual payments to be made on each Unit of OPS would of course remain unaltered.**

The Value of Petroleum will be calculated by taking, for each month, the volume of petroleum produced which is attributable to each company's present interest in Block 3/8 (that is, attributable to a 23 per cent. and a 7 per cent. interest in Block 3/8 for LSMO and SCOT respectively) multiplied by the market value of such petroleum in the middle of that month, and deducting therefrom the operating costs of producing and treating such petroleum and transporting it as far as Sullom Voe, and the Government royalty attributable to such petroleum.

As indicated above, the two issues of OPS are designed to confer the same entitlement for each Unit. To achieve this, the number of Units being issued (5,750,000 in the case of LSMO and 1,750,000 in the case of SCOT) is in proportion to their respective interests in Block 3/8 namely 23 per cent. and 7 per cent. Accordingly the amount payable on each Unit will be one 5,750,000th part in the case of LSMO and one 1,750,000th part in the case of SCOT of the respective Values of Petroleum.

The calculation of the payments will not be affected in any way by voluntary changes in the issuing company's interest in the Field. The calculation of the payments would be affected, however, if the proportion of the Field attributable to Block 3/8 were to be redetermined (see paragraph 22(b) below), or if the issuing company were to be required to reduce its beneficial interest in the Field involuntarily (see paragraph 11 of Appendix VI).

The respective sums described above as being payable are inclusive of advance corporation tax (and any other tax which may be payable or deductible in making the payments) and therefore, at present tax rates, the actual cash payments to the holders of OPS would normally be 65 per cent. of such sums (see paragraph 20(b) below as to the taxation treatment of such payments).

A table illustrating, by way of example only, possible annual entitlements on the OPS, based on certain assumptions, appears in paragraph 18 below. To allow time for the necessary calculations to be made, each half-yearly payment will be due four months after the end of the calendar half year to which it relates.

**(c) Termination and repayment**

The half-yearly payments described above will continue until the earliest of (i) the date when production on which LSMO has made payments reaches 92 million barrels, or SCOT 28 million barrels (which it is expected should be equivalent to production from the Field in Blocks 3/3 and 3/8 of 1,350 million barrels, being approximately 20 per cent. in excess of the figures for proved and probable reserves of crude oil and natural gas liquids as reported by DeGolyer and MacNaughton); (ii) the date when the Field is abandoned; and (iii) 31st December, 2010. All OPS outstanding when the half-yearly payments cease will then be repaid at par.

In the event of a default by the issuing company in relation to the OPS (including failure to make any half-yearly payment when due), or of unilateral abandonment by that company of its interest in the Field, or involuntary relinquishment of that interest (except in any case where the involuntary relinquishment does not reduce the benefit to the company of that interest), the company will be required to repay the OPS by paying to holders the higher of the nominal value of the OPS and its market value at that time; however, in the case of involuntary relinquishment, the total payments will not exceed 20 per cent. of the compensation it receives. In the case of partial involuntary relinquishment, a proportional payment will be made, and the entitlement of holders of OPS to future payments will be reduced correspondingly (see paragraph 11 (H) of Appendix VI). Any payment on the OPS described in this paragraph will (insofar as it exceeds the nominal amount of that OPS) (i) be inclusive of advance corporation tax (and any other tax which may be payable or deductible in making the payment), and (ii) be subordinated to payments due on the Loan Stock issued by the same company and be payable only on full repayment of such Loan Stock (unless its due date is postponed beyond 29th April, 1984). Particulars of provisions whereby, on a merger of LSMO and SCOT, such subordination may be extended to other loan stocks appear in paragraph 11 (E) (iii) of Appendix VI.

The OPS may be purchased by the issuing company in the market or by tender or, subject to certain limitations, by private treaty.

**(d) Protection of the Oil Production Stockholders**

The two issues of OPS will be constituted by a single Trust Deed between LSMO, SCOT and Commercial Union Assurance Company Limited as Trustee. The Trust Deed will contain provisions limiting each company's ability to make further issues of securities similar to the OPS, or to dispose of part or all of its interest in the Field. There will also be provisions restricting each company's ability to mortgage or charge any of its interests in the Project without granting corresponding security to the holders of the OPS issued by it, such provisions to operate until approximately seven and a half years of production from the Field have elapsed.

## 18. PAYMENTS ON THE OIL PRODUCTION STOCKS

The table below sets out:—

(a) a calculation of the shares of LSMO and of SCOT of the annual production of oil from the Field on the bases of the 84-well and 104-well development predictions shown in the tables in Appendix I (excluding natural gas liquids, although holders of OPS will participate in their value), on the assumption that production commences on 1st July, 1978 and ceases in the year 2000 and in mid-year 1998 respectively; and

(b) illustrations of the amounts, including the associated tax credit, which might become payable in respect of each year on each Unit of either issue of OPS, on the assumption that there is no change in the interests of LSMO and of SCOT in the Field resulting from any redetermination (see paragraph 22(b) below).

**The figures are provided for illustrative purposes only and should on no account be taken to constitute a forecast. The issuing company's obligation to make payments on the OPS will only arise when the Field is in production and no guarantee can be given that any payment on the OPS will be made.**

| | 84-well development | | |
|---|---|---|---|
| | *LSMO's share of oil production* | *SCOT's share of oil production* | *Amount attributable to each OPS including tax credit* |
| *Year* | *million barrels* | *million barrels* | *p per Unit* |
| 1978 | 0.94 (½ year) | 0.29 (½ year) | 6.6 |
| 1979 | 4.31 | 1.31 | 33.3 |
| 1980 | 6.30 | 1.92 | 49.7 |
| 1981 | 7.71 | 2.35 | 61.4 |
| 1982 | 7.88 | 2.40 | 62.8 |
| 1983 | 6.47 | 1.97 | 51.1 |
| 1984 | 5.26 | 1.60 | 41.1 |
| 1985 | 4.08 | 1.24 | 31.4 |
| 1986 | 3.05 | 0.93 | 22.9 |
| 1987 | 2.34 | 0.71 | 17.0 |
| 1988 | 1.76 | 0.54 | 12.2 |
| 1989 | 1.56 | 0.47 | 10.6 |
| 1990 | 1.49 | 0.45 | 10.0 |
| 1991 | 1.36 | 0.41 | 8.9 |
| 1992 | 1.16 | 0.35 | 7.3 |
| 1993 | 1.01 | 0.31 | 6.0 |
| 1994 | 0.86 | 0.26 | 4.8 |
| 1995 | 0.81 | 0.25 | 4.4 |
| 1996 | 0.78 | 0.24 | 4.1 |
| 1997 | 0.66 | 0.21 | 3.3 |
| 1998 | 0.55 | 0.17 | 2.2 |
| 1999 | 0.53 | 0.16 | 2.1 |
| 2000 | 0.50 | 0.15 | 1.8 |

| | 104-well development | | |
|---|---|---|---|
| | *LSMO's share of oil production* | *SCOT's share of oil production* | *Amount attributable to each OPS including tax credit* |
| *Year* | *million barrels* | *million barrels* | *p per Unit* |
| 1978 | 0.94 (½ year) | 0.29 (½ year) | 6.5 |
| 1979 | 4.76 | 1.45 | 36.7 |
| 1980 | 7.23 | 2.20 | 57.1 |
| 1981 | 8.31 | 2.53 | 66.0 |
| 1982 | 8.31 | 2.53 | 66.0 |
| 1983 | 8.31 | 2.53 | 66.0 |
| 1984 | 7.86 | 2.39 | 62.3 |
| 1985 | 5.52 | 1.68 | 43.0 |
| 1986 | 4.31 | 1.31 | 33.0 |
| 1987 | 3.12 | 0.95 | 23.2 |
| 1988 | 2.29 | 0.70 | 16.3 |
| 1989 | 1.66 | 0.51 | 11.1 |
| 1990 | 1.41 | 0.43 | 9.1 |
| 1991 | 1.31 | 0.40 | 8.2 |
| 1992 | 1.16 | 0.35 | 7.0 |
| 1993 | 1.03 | 0.31 | 5.9 |
| 1994 | 0.98 | 0.30 | 6.5 |
| 1995 | 0.83 | 0.25 | 4.3 |
| 1996 | 0.65 | 0.20 | 2.8 |
| 1997 | 0.53 | 0.16 | 1.8 |
| 1998 | 0.23 (½ year) | 0.07 (½ year) | 0.6 |

*Notes:*

(1) Payments in respect of each half year are due to be made four months after its end, but the table shows annual amounts without taking into account this delay.

(2) In calculating the amounts shown, it is assumed that throughout the period the market price of oil will be U.S. $12.50 per barrel, which has been treated as equivalent to £6.20 per barrel (an exchange rate of U.S. $2.016 to £1).

(3) The entitlement of the holder of each Unit of OPS is, as stated in paragraph 17, a percentage of the value of the relevant petroleum after deducting:—

(a) the issuing company's share of operating costs taken at annual rates of £1.73 million for LSMO and £0.53 million for SCOT for an 84-well development, and £1.93 million for LSMO and £0.59 million for SCOT for an 104-well development; and

(b) Government royalty, taken at 12½ per cent.

(4) It is assumed that the Government does not exercise its power to control the rate of production from the Field under the Petroleum and Submarine Pipelines Act 1975 (see paragraph 3 of Appendix II).

**Quite apart from any other reasons which may vary the payments, the amounts attributable to the OPS must be expected to vary from the figures given above following a change in the sterling value of oil, as a result either of a change in the international price of oil or of changes in currency parities, or if actual production from the Field varies from that predicted by DeGolyer and MacNaughton in Appendix I.**

## 19. THE LOAN STOCKS

The £57,500,000 14 per cent. Unsecured Loan Stock 1981/83 now being issued by LSMO and the £17,500,000 14 per cent. Unsecured Loan Stock 1981/83 now being issued by SCOT will each entitle their holders to interest at the rate of 14 per cent. per annum, payable in two equal instalments on 28th February and 31st August in each year, except that the first payment of interest, calculated on the amounts paid up on the Loan Stock, will be made on 31st August, 1976 in respect of the period up to that date at the rate of £4.8712 (less tax) per £100 nominal of Loan Stock.

The issuing company will have the right to redeem the Loan Stock issued by it in whole or (by drawings or *pro rata* to holdings) in part, on not less than three months' notice, on or at any time after 1st January, 1981 at par together with accrued interest. Each Loan Stock is finally redeemable on 31st December, 1983 at par together with accrued interest. In the event of unilateral abandonment by LSMO or SCOT of its interest in the Field, or involuntary relinquishment of that interest (except in any case where the involuntary relinquishment does not reduce the benefit to the company of that interest), the Loan Stock of that company (or, in the case of partial involuntary relinquishment, a proportionate part) will become repayable at par, with accrued interest.

It will be noted that the repayments of the OPS described in paragraph 17(c) above (insofar as they exceed the nominal amount thereof) will be subordinated to payments due on the Loan Stock issued by the same company and will be payable only on full repayment of such Loan Stock (unless its due date is postponed beyond 29th April, 1984).

The two Loan Stocks will be constituted by a single Trust Deed in favour of General Accident Fire and Life Assurance Corporation Limited as Trustee. Particulars of the Loan Stocks are set out in Appendix VII. Paragraphs 5 to 7 of the particulars set out provisions protecting the holders of the Loan Stocks, which (i) restrict the overall borrowings of the issuing companies and their respective subsidiaries, and the disposal by the issuing company of its interest in the Field; and (ii) include a negative pledge which will prohibit the issuing company creating any charge on any of its assets (except any charge required to be given to any operator or participant in the Project or, in certain circumstances, in any other petroleum exploration or development activity of the issuing company) unless a similar charge secures its Loan Stock.

Neither LSMO nor SCOT expects to receive any deposit interest until production commences from the ... required for the payments of interest on each Loan ... commencement of production will therefore have to ... from the proceeds of the relevant issue. The gross ... on the LSMO Loan Stock for a full year will amount to ... that on the SCOT Loan Stock to £2,450,000.

## 20. UNITED KINGDOM TAXATION

**(a) The companies**

(i) *Petroleum Revenue Tax ("PRT")*

The Oil Taxation Act 1975 imposes PRT on profits ... oil and gas in areas licensed by the United Kingdom ... tax is presently imposed at the rate of 45 per cent. on ... in respect of each field separately. The base for ... different from that applying for corporation tax ... assessed on the arm's length value of production less (1) ... royalties, (2) participants' expenditure in respect of the ... per cent. "uplift" on certain capital expenditure, (3) ... or development expenditure, and (4) a limited "oil ... is also a safeguard provision limiting the PRT payable ... on capital invested is below a limit specified by the ... expenses, including payments on the OPS and interest ... as a deduction.

(ii) *Corporation Tax*

PRT cannot be used as a credit against corporation ... allowable as a deduction in computing income from Un... oil activities for corporation tax purposes. The Oil Taxation ... also introduces the concept of a ring fence for corporation ... under which income from United Kingdom oil activities is ... separate trade. Losses arising on activities outside the ... not be relieved against the profits arising within the ... corporation tax purposes, but the converse does not ... neither LSMO nor SCOT is likely to be affected materially ... fence provisions because all significant expenditure of ... relates to United Kingdom oil activities. Oil activities for ... comprise oil extraction activities and the acquisition, ... exploitation of oil rights.

(iii) *Payments on the Oil Production Stocks*

The Directors of LSMO and SCOT are advised that, ... legislation, payments on the OPS, other than repayment ... nominal amount, will be deemed to be distributions of ... tax treatment will follow that applying to dividends. The ... the treatment of the payments arising in the event of a default, ... abandonment or involuntary relinquishment (referred to ... 17(c) above) insofar as they exceed the nominal amount. ... Accordingly, such payments will have attached to them ... equivalent, at present rates, to 35/65ths of the payment. ... the OPS will not be deductible by the issuing company ... corporation tax purposes.

(iv) *Payments on the Loan Stocks*

The Directors of LSMO and SCOT are advised that, ... legislation, payments of interest on the Loan Stock will ... interest" for tax purposes and accordingly, under present ... payments will normally be made subject to deduction of ... the basic rate. Payments of interest on the Loan Stock ... deductible for PRT purposes, but will be deductible for corporation tax purposes.

**(b) Holders of the Oil Production Stocks**

**As stated in (a) (iii) above, all payments on the ... than repayments of the nominal amount) will have ... them a tax credit equivalent, at present rates, to 3... the payment. The Directors of LSMO and SCOT a... that, under present legislation, such payments ... hands of corporate holders of OPS, constitute ... investment income and will not be subject to corp...**

Individuals holding OPS should include the amo... payments plus the tax credits in their total income for tax p... will be able to set off against their liability the tax credit, ... present equal to tax at the basic rate. Thus, holders pay... below the basic rate should have no further tax liability ... arising from the OPS. Non-resident holders may be a... repayment of the tax credit subject to the terms of any rel... taxation agreement.

The Inland Revenue has confirmed that holders of ... be deemed to be within the ring fence provisions by re... holding of OPS.

**(c) Holders of the Loan Stocks**

**As stated in (a) (iv) above, payments of inte... Loan Stocks will be "annual interest" and will ... made subject to deduction of income tax at the basi...**

The Inland Revenue has confirmed that holders of the ... will not be deemed to be within the ring fence provisio... of their holding of Loan Stock.

**(d) Capital Gains Tax**

The two issues of OPS and the two issues of Loan St... constituted as separate securities and the Directors of ... SCOT are therefore advised that, under present legislation ... gains tax position on disposal of each of the four securities ... with independently.

# Part 4: The Ninian Project

LSMO and SCOT have interests, currently estimated at 6.9 per cent. and 2.1 per cent. respectively, in the Project, which comprises the development of the Field, the Pipeline now being constructed to carry production from the Field to Sullom Voe in the Shetland Islands, and a share in the terminal facilities now being built there.

## 21. RESERVES OF THE FIELD

Independent petroleum consultants, DeGolyer and MacNaughton, were instructed to report on the reserves in the Field and to develop production profiles on certain specified bases. Their report is set out in Appendix I.

It can be seen from their report that DeGolyer and MacNaughton, on the basis of information provided to them by holders of the licences, estimate as follows:—

| | *million barrels* |
|---|---|
| **Oil in place** | |
| Proved | 2,576 |
| Probable | 412 |
| | 2,988 |
| **Oil recoverable** | |
| Proved | 963 |
| Probable | 146 |
| | 1,109 (Average recovery factor 37.1 per cent.) |

The oil from the Field is a good quality light crude oil with a very low sulphur content.

The actual volume of oil recovered will depend on a number of factors, including the development and production plans finally adopted. DeGolyer and MacNaughton for the purposes of their report have predicted actual recovery of oil for:—

(i) an 84-well, two platform development plan; and

(ii) an alternative 104-well, three platform plan, which is one of the possible methods of increasing production being considered by NMC.

The predictions are as follows:—

| To be recovered by | *84-well development plan* end 2000 | *104-well development plan* mid 1998 |
|---|---|---|
| | *million barrels* | *million barrels* |
| Proved | 772.1 | 890.2 |
| Probable | 117.4 | 135.3 |
| | 889.5 | 1,025.5 |

DeGolyer and MacNaughton believe there will be some additional oil available for recovery after the time periods stated. Either of the plans could result in greater or lesser volumes of oil being recovered than those shown above if the Field characteristics, or if the location of the wells or the oil production plan which NMC finally adopts, differ from those assumed. If future technological advances in methods of recovery can be applied to the Field, or if conditions at the time, and in particular the oil price, make it economic to prolong the productive period, a greater volume of oil might be recovered.

DeGolyer and MacNaughton also estimate that primary natural gas liquids available amount to some 20 million additional barrels.

## 22. PARTICIPANTS

**(a) Present situation**

Exploration and appraisal drilling has confirmed that the Field lies predominantly in Blocks 3/3 and 3/8 in the United Kingdom sector of the North Sea. On the basis of estimated oil in place, the participants have accepted, subject to revision as further knowledge of the Field is obtained, that 30 per cent. of the Field is attributable to Block 3/8 and the remaining 70 per cent. to Block 3/3.

The present participants in Blocks 3/8 and 3/3, and their interests in the Field on this basis, are:—

| | *Percentage of Block* | *Percentage of the Field* |
|---|---|---|
| **Block 3/8:** | | |
| BP | 50 | 15.0 |
| Ranger | 20 | 6.0 |
| LSMO | 23 | 6.9 |
| SCOT | 7 | 2.1 |
| | 100 | 30.0 |
| **Block 3/3:** | | |
| Chevron Petroleum Company Limited | 24 | 16.8 |
| Burmah Oil (North Sea) Limited ("Burmah") | 30 | 21.0 |
| Imperial Chemical Industries Limited ("ICI") | 26 | 18.2 |
| Murphy Petroleum Limited | 10 | 7.0 |
| Ocean Exploration Co. Limited | 10 | 7.0 |
| | 100 | 70.0 |

**(b) Redetermination of interests**

At present the participants in each of Blocks 3/8 and 3/3 only have an entitlement to the oil underlying their respective Block. However it is intended to enter into a Unit Agreement which will allow for joint exploitation of the Field.

As further geological and technical information is obtained about the Field, the split of interests between Blocks 3/3 and 3/8, and hence the percentage interests of LSMO and SCOT in the Field, may be redetermined from time to time.

It is expected that the final redetermination, subject to 90 per cent. of the development wells having then been drilled, will take place five years after the commencement of development drilling (expected to commence in November 1977) or when all the development wells have been drilled, if earlier. Any changes of interest in the Field or Project are at present to be determined by unanimous agreement of NMC. On a redetermination, costs to date are reallocated and adjusting payments, with interest from the dates of the relevant expenditure, must be made within two months. In future agreements, a similar provision is likely to be retained for the adjustment of payments, but, after production commences, it is expected that there will also be adjustments to entitlement to production which will be phased so as to limit their impact upon deliveries of production to individual participants.

The interests in the Field of the licensees of Block 3/8 following any redetermination are expected to be based upon the volume of oil which they could reasonably expect to recover from their respective interests in that Block.

It is possible that the Field may extend into Blocks adjacent to 3/3 and 3/8, but no confirmatory drilling has taken place on any of them. If, however, oil is discovered on any adjacent Block and is considered to form part of the Ninian reservoir, the participants in that Block may become participants in the Project. In this event, the interests of LSMO and SCOT in the Field may be adjusted, but this should not alter the volume of oil attributable to each.

**(c) Provisions in event of default by any participant**

Provision has been made in the Cost Sharing Agreement, referred to below, and will be made in any future agreements, for the action to be taken if any participant should fail to meet its proportion of expenditure when called upon to do so. At present, provision is made for the defaulter's interest in the Field to be offered to the non-defaulters, subject to Government consent, if the default is not remedied within 60 days. If the whole of the defaulter's interest is taken up by the non-defaulters, they will become liable for all the defaulter's future obligations and will become entitled to its share of production (subject to its rights after commencement of production described below). Failing this, the Project will be terminated. If the Project is terminated or abandoned prior to production, the arrangements concerning the defaulter's interest will be cancelled, and the defaulter will again become liable for its full share of development costs up to the date of termination or abandonment.

Any participant which defaults is still governed by the relevant agreements but loses its vote on the various committees. However, when commercial production commences, the defaulting party re-acquires an interest in the Field equal to 75 per cent. of an interest determined by taking the proportion of its actual contributions to the Project to the actual contributions of all participants up to that time.

## 23. OPERATION AND PROJECT MANAGEMENT

**(a) The Field and Pipeline**

The Project is being developed jointly by the participants in Blocks 3/3 and 3/8 under the terms of a Cost Sharing Agreement, dated 25th April, 1975, which will in due course, and in any event before production from the Field commences, be superseded by a Unit Agreement, a Unit Operating Agreement and other agreements which will define the rights and obligations of the participants. By an agreement made on 30th May, 1974, the participants in Blocks 3/3 and 3/8 established NMC with total overall management authority for all aspects of the Field and its operation. Chevron was appointed Operator for the Field on 1st March, 1975, replacing Burmah, the initial Operator.

Each of the participants is represented on NMC and has a vote in proportion to its interest in the Field, as that interest may be determined from time to time. While the Cost Sharing Agreement remains in force, all decisions, with certain exceptions (including any redetermination of the participants' interests) which require unanimous agreement, require an affirmative vote of not less than 75 per cent. Decisions of NMC are binding upon all participants and therefore LSMO and SCOT, with their present interests of 6.9 per cent. and 2.1 per cent. respectively, have little voting power on decisions in relation to the Project. It is expected that the position will remain broadly the same once the Unit Agreement and the Unit Operating Agreement referred to above have been entered into, except that redeterminations of interests may be subject to arbitration in the event of the failure of participants to reach a unanimous decision.

The Ninian Pipeline Management Committee ("NPMC") has also been established with management authority for the Pipeline and the Ninian related interests in the terminal. BP has been appointed Constructor and Operator for the Pipeline and for any feeder lines between the platforms in the Field, and represents the Ninian participants' interests in the terminal facilities at Sullom Voe.

As mentioned in paragraphs 5 and 13 above, LSMO and SCOT are at present represented on NMC and other committees by Ranger, and Ranger, LSMO and SCOT exercise their votes as a single unit, presently of 15 per cent., although there are provisions for separate votes to be cast if desired. At present, no single company has an interest in the Field in excess of 25 per cent. which would give it a power of veto over those decisions of NMC which do not require unanimous agreement.

**(b) Sullom Voe terminal facilities**

Crude oil receiving, treatment, storage and tanker loading facilities at Sullom Voe in the Shetland Islands are to be under the control and supervision of The Sullom Voe Association Limited ("SVA"). SVA is a non-profit-making association in which the Shetland Islands Council ("SIC") has 50 per cent. of the voting rights, the remaining 50 per cent. of such rights being shared b... representing the Ninian pipeline group, and Shell U.K. ... and Production Limited ("Shell"), representing the Bre... group, which will also be using the Sullom Voe facilities.

BP has been appointed the Constructor for the termin... Shell having been responsible for the early design engin... site preparations.

Further details of these facilities are set out in parag... below. To the extent that the facilities will be joint faciliti... Brent pipeline group, the costs are to be borne by the two ... proportion to their respective interests in the facilities, whic... from time to time. In addition, each Ninian participant has ... to SIC that it will meet its proportionate share, based on its ... the Field, of any payments due from any Ninian particip... defaults or from any other group which becomes interes... Pipeline and which defaults as a group. Each participan... agreed to pay certain charges and import fees to SIC. To ... that SIC arranges finance in connection with any facili... provided by SIC, the participants will normally be expec... imburse the cost to SIC either directly or through charges f... of such facilities.

## 24. DEVELOPMENT PLAN

The participants, through NMC, have approved the ... two production platforms, the Pipeline and the terminal fa... Sullom Voe, and work has already begun on all of these ... consideration is being given to additional production facilities.

**(a) Production platforms and associated facilities**

Two production platforms have been ordered; they ... design and construction, which should reduce the risks arisi... technical and other problems. They have been designed to ... of independent operation, including the ability to pump their ... tion ashore. Each will be equipped with two drilling rigs, ... production, injection and initial treatment facilities, utilities a... accommodation.

One platform will be a gravity base concrete structure ... expected that this will be placed above the central portion ... reservoir. Construction by Howard Doris Limited at Loch ... Scotland commenced in July 1975. Although construction is ... behind schedule, steps are being taken to rectify this and the ... still considers that tow-out should take place on schedule ... 1977. Drilling of production wells is due to commence in ... 1977. The designed production capacity is 276,000 barrels ... ("bpd"), which can be readily increased to 348,000 bpd, sho... decided to process additional production on this platform. F... will also be provided for injection of 220,000 bpd of water fo... taining pressure in the reservoir.

The other platform will be a steel piled jacket structure, ... expected that this will be placed above the southern portion ... reservoir. Construction by Highland Fabricators Limited at Nig... Scotland commenced in June 1975. Tow-out is scheduled f... 1977, after which the deck structures will be fitted, and as ... central platform, drilling of production wells is due to comm... November 1977. The designed production capacity is 160,000 b... facilities for injection of 220,000 bpd of water for maintaining p... in the reservoir.

Each platform will be capable of drilling 42 wells, wh... planned to be deviated so as to tap the reservoir at horizontal di... of up to 4,000 metres from the platform.

The production and injection facilities and other equipment ... installed on the platforms are being designed by The Lummus Co... Limited in association with Crest Engineering (U.K.) In... Humphreys and Glasgow Limited.

# :continued

**e additional production facilities**

ı production platforms already ordered will have the ill a total of 84 wells. NMC is considering how best to onal facilities. Various possibilities are under considera- a third, but smaller, production platform or the installation of subsea completed wells; it is expected that any iduction facilities would service the northern portion of A decision on these matters is not expected before the 6, at the earliest.

ch outer diameter pipeline, selected as the maximum ze for present pipe-laying techniques, is under construc- gth of pipeline from the central platform, which is the it for feeder lines, to landfall at Luna Ness in the Shetland out 164 kilometres and from landfall to the terminal urther 16.4 kilometres. A total of 188.5 Kilometres of pipe chased and delivered. All sections of the pipe are being rrosion resistance and all submarine sections are also with concrete.

n throughput capacity of the Pipeline is a nominal od; a detailed analysis is being performed to assess ughput capacity under various operating conditions. The om the Field, even during the peak period, is unlikely to 50 per cent. of the available capacity. Discussions with ies are taking place with a view to filling the line with om other fields in the vicinity. Pipe-laying began in July he new semi-submersible lay barge, Viking Piper. This ble of working in more adverse conditions than conven- ges, and about 40 per cent. of the seaward section of the dy been laid, *which is more than the length originally* 975. The pipe-laying operations ceased for the winter in 5, and are scheduled to recommence in March 1976 for ter in the year. The line will then be tested and buried urse, connected to the platforms.

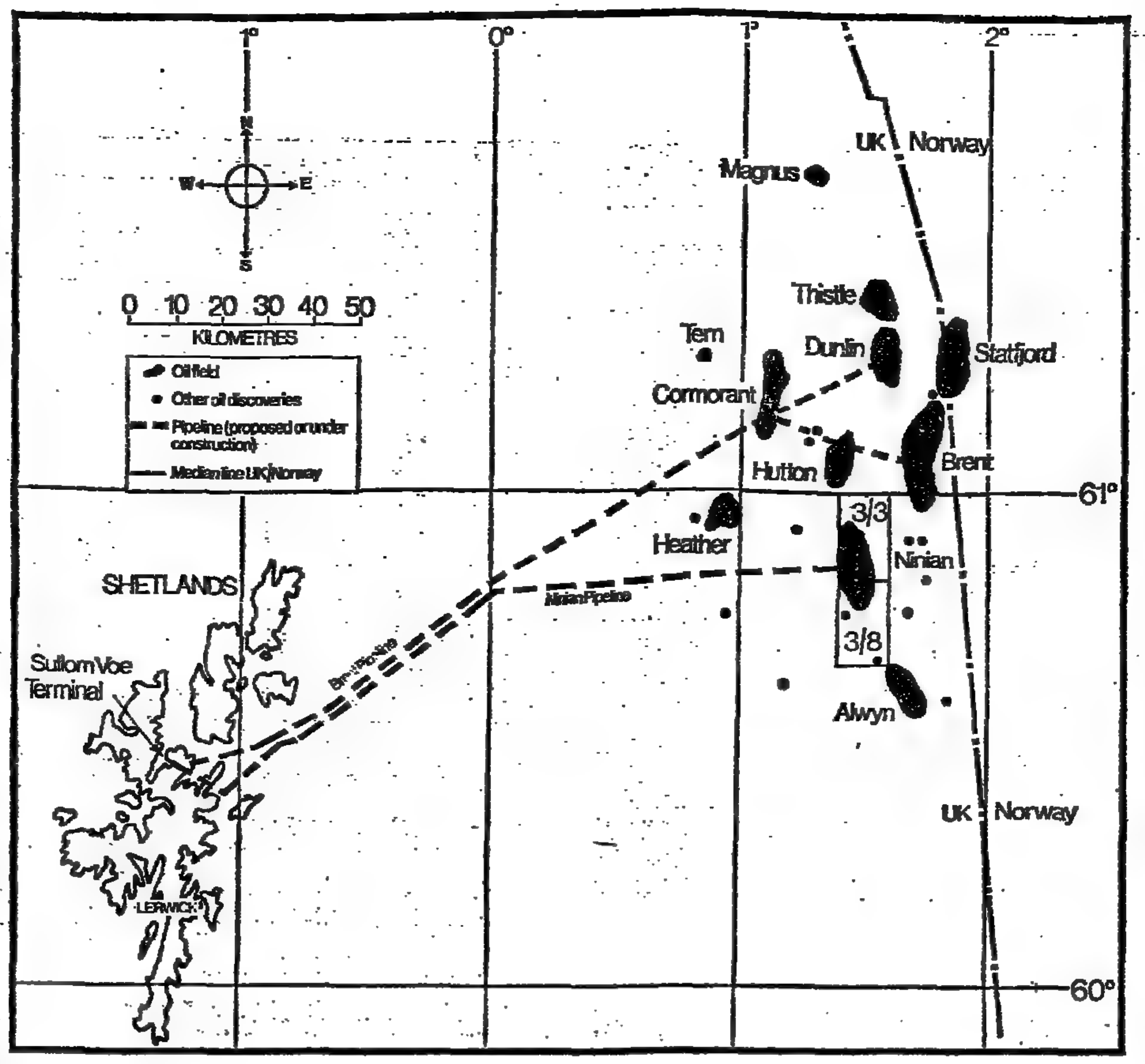
eline and the locations of Ninian and nearby fields and e illustrated in Map 2.

**al facilities**

s will be provided onshore at Sullom Voe for the receipt of ransported through the Pipeline. Upon arrival, it will r initial treatment, including dehydration, stabilisation and n of the crude oil from the natural gas liquids, and then it ured and passed into storage. The processing plant ("the ) will be owned and operated by the owners of the Pipe- own and operate jetties and appropriate harbour facilities. provide the land needed for the facilities (under a lease or ment to be agreed) and accommodation for persons onstruction of the terminal facilities.

terminal facilities, including storage presently planned for y 7.4 million barrels of crude oil, will be owned on a joint Ninian and Brent pipeline groups. This storage would only or a few days' production at peak levels.

ian plant will have an initial throughput capacity of y 500,000 bpd. Production from the Field is unlikely to use fully, and the unused capacity is expected to be sold at the spare capacity in the Pipeline is sold. The design of the will permit increases in throughput capacity up to the pacity of the Pipeline, which is a nominal 1,000,000 bpd. purpose of its development, the terminal has been divided in construction areas. Design and procurement contracts n plant have been let to Constructors John Brown Limited oint facilities to Foster Wheeler Limited. Preliminary work begun and the Ninian plant is scheduled to be available . The joint facilities are likely to be ready and in use by the e group before the Ninian Field commences production.




**Map 2**

**(e) Oil production**

The two platforms are designed to handle peak liquid production *of 436,000 bpd in aggregate. However, this production is expected to* include considerable quantities of water and average daily production of oil during the peak period is estimated in the region of 300,000 to 330,000 bpd.

To sustain economic production, it will be necessary to provide some form of pressure maintenance within the reservoir and water injection is the preferred method; the necessary facilities, with 440,000 bpd capacity, have already been incorporated into the development plan.

Production is scheduled to commence in the second quarter of 1978, and it is expected that peak production from the two platforms will be reached in 1981 or 1982.

The small amount of gas produced in association with the oil will be used as far as possible as a fuel for the production facilities.

If additional production facilities are installed, it is not expected that the average daily production during the peak period will be altered significantly, although the peak period might be extended. However, it would be possible, if required, to increase the processing facilities on the central platform to 348,000 bpd. It is likely that additional water injection facilities would also have to be installed, but whether these would be installed on an existing or a new platform will depend upon, and are a consideration in, the decision as to what further production facilities, if any, should be installed.

**(f) Measurement of production**

The production from the Field will be measured at various stages, with varying degrees of accuracy. Some equipment will be installed to enable the performance of each well to be monitored, and also to measure the quantity of fluids from the Field passed through the Pipeline. However, the most accurate measuring equipment is likely to be installed onshore at Sullom Voe. The volumes of crude oil and natural gas liquids produced will be metered after they have been dehydrated and separated, but before they are passed into storage ready for shipment. The measurement of production and the location of the meters is subject to Government approval, and it is expected that the Government will also carry out periodic checks on this equipment. Further equipment will measure the quantities of product loaded for shipment.

**(g) Weather risks**

Weather conditions in the area of the Field can be severe, in consequence of which it is often difficult to continue construction operations during the winter months. Certain operations, such as the *towing out of the platforms and the lifting of heavy deck structures,* will require a period of particularly calm sea conditions, which, on the basis of past experience, require these operations to be carried out during the summer months.

The platforms and other facilities are designed to be capable of withstanding the severe weather conditions and are being constructed in accordance with British Standards Institute specifications and safety margins normally adopted by the oil industry.

**(h) Insurance**

Chevron on behalf of the participants in the Field has insured the platforms and related equipment for their full replacement value, but this cover is limited at present to £150 million for each of the two platforms on a first loss basis. Replacement cost is limited to 150 per cent. of the original cost. In addition, consequential loss of production cannot be covered. Insurance of the platforms covers construction, tow-out and installation until drilling commences on the first well.

BP on behalf of ICI and the Ranger Group has insured the Pipeline for certain repair costs during its laying, the cover being their proportionate share of £15 million each and every loss in excess of an aggregate loss of £5 million.

Negotiations are proceeding for insurance cover for the terminal facilities. It is expected that such cover will be obtained.

Consideration will be given in due course to the obtaining of further insurance cover for the platforms, and insurance cover for the drilling of development wells, seepage, and pollution risks and other normal operating risks associated with the Project.

**(i) Consents**

A number of consents are required in connection with the Project. The most significant of these was introduced in the Petroleum and Submarine Pipe-lines Act 1975 and requires the Development Plan to receive the Secretary of State's approval. Since this requirement has only been in force since 1st January, 1976, there has been insufficient time for final approval of the Ninian Field Development Plan to have been obtained, but discussions have been held with the Department of Energy at all stages of the Project, and temporary consent covering the period to 30th June, 1976 has been received by the P.199 (Block 3/8) and P.202 (Block 3/3) licensees.

*The Operators have advised that other consents in connection* with the Project are required *inter alia* from the Department of Energy, the Department of Trade, the Department of Agriculture and Fisheries for Scotland, SIC, the Crown Estate Commissioners, the Naval Hydrographer, the National Ports Council and various landowners. It is the responsibility of the Operators to obtain all the necessary consents and applications are in progress. The Directors of LSMO and of SCOT know of no reason why these consents should not in due course be given.

# endices

## APPENDIX I

## PETROLEUM CONSULTANTS' REPORT

ving is the text of a letter received by the Boards of LSMO and of SCOT from DeGolyer and Mac- roleum Consultants, dated 22nd January, 1976.

to your request, DeGolyer and MacNaughton has estimated the proved and probable crude oil and *uids reserves, as of 1 October, 1975, of the Ninian field in the British North Sea following the drilling* n of the first seven delineation wells. An eighth well is currently drilling near the north edge of the field. this well are not yet available. The professional qualifications of DeGolyer and MacNaughton, as well of the geophysical, geological, and engineering data considered in calculating the estimated oil roduction profiles, are given in this report.

**Qualifications**

and MacNaughton is a Texas corporation with offices at One Energy Square, Dallas, Texas 78206. of America. The firm employs more than 50 professional engineers, geologists, and economists. These ngaged in the appraisal of oil and gas properties, in the evaluation of hydrocarbons and other mineral he appraisal of the exploitation potential of unexplored properties, and in studies relating to the he international oil industry.

rth Sea, DeGolyer and MacNaughton has estimated the oil and gas reserves and the production ny fields. Among these fields are the Ekofisk Complex, Leman Bank, Indefatigable, Rough, Forties, d, Beryl, Hutton, Montrose, Piper, Claymore, Brae, Frigg, and Heimdal, and many concession blocks.

n field is located approximately 85 miles east of the Shetland Islands in the northern part of the *North* hich averages 450 feet (137 meters) in depth. The oil reservoir is a Middle Jurassic sandstone and d formation that is productive in other structures in the northern part of the North Sea. The Ninian north-south and covers parts of three concession blocks. The principal part of the structure lies in the drant of Block 3/3 and in the northwest quadrant of Block 3/8. The current geological interpretation cates a small portion of the field extends into an adjacent concession block.

structure map dated August 1975 was submitted by the operator of the field, Chevron Petroleum eral seismic lines were checked to verify the accuracy of this map. The evaluation of the map and of ic lines indicates that the *seismic interpretation is reasonable* and that the sand pinchout which limits ation on the south and east sides of the structure is mapped as accurately as possible based on dge.

n structure is a large fault block which trends north-south and is approximately 5 miles wide and The block plunges to the north and is upthrown on the east by a normal regional fault which trends om east to west across the tilted block, the dip is approximately 300 feet per mile. The southwestern block is formed by a large normal fault which trends north-south from the south end of the structure, the west, and dies out west of the central part of the structure. Minor, compensating, normal faults structure.

4 penetrated a thin *Middle Jurassic* section and is located on a *feature interpreted as a horst block.* st of the major boundary fault which runs north-south; it is east of what is probably a subsidiary trends north-south and forms the horst block. Whether the thin interval along this trend is caused by erosion, or a combination of the two is not known at present.

st point on the structure, excluding the horst block, is slightly more than 9,300 feet subsea, and the ct is calculated to occur at 10,397 feet subsea; therefore, there is a total oil column of approximately oil accumulation is limited on the east and south sides of the structure by a pinchout of the sandstone conformity; on the southwest, by a fault; and on the north, northwest, and west, by the oil-water *n wells 3/3-2, 3/3-3, and 3/3-5.*

lithology and log correlations, the reservoir has been divided into five zones. Because of erosion, the sent on the upthrown east side and on the south end of the fault block, and it thickens downdip to orth. The Callovian shale which caps the reservoir was deposited on the unconformity.

**f Reserves**

d natural gas liquids reserves were calculated for the Ninian field from data and information submitted holders of the field and from the DeGolyer and MacNaughton files. Basic data consist of seismic ell-test results, core analyses, and electrical logs from the first seven wells drilled in the field. During of the wells, a DeGolyer and MacNaughton engineer was present either on the rig or in the Aberdeen, e of one of the participants. All data provided by the license holders were accepted as represented and the calculation of reserves presented in this letter.

ve estimates were prepared by the use of standard geological and engineering methods generally e petroleum industry. The method or combination of methods utilized in studies of each zone was reference to experience in the area, consideration of the stage of development of the reservoir, and mpleteness of basic data.

in this report are classified as proved or probable reserves. *Proved* reserves are those which have been *gh degree of certainty for commercial production by reason of actual completion, successful testing,* ses by adequate core analyses; they are defined areally by reasonable geological interpretation of struc- n continuity of oil- or gas-saturated reservoir material. *Probable* reserves are defined by less direct well roved reserves but are based on evidence of producible oil or gas within the limits of a structure or known or inferred water levels. The extent to which probable reserves ultimately may be reclassified as ndent upon future drilling, testing, and production performance.

ian is a new field and the productive zones have essentially no production history, oil in place was e volumetric method. Structural and isopachous maps were constructed to determine reservoir volumes. servoir data, including logs of formation properties, core analyses, drill-stem tests, production tests, analyses, and bottom-hole pressure and temperature data, were used to prepare these maps and to volume of productive reservoir rock, reservoir fluid characteristics, and the volume of oil in place.

ery factors for the productive zones were derived from two-dimensional computer model runs, both sectional. Displacement efficiencies for each zone were derived from the cross-sectional model. The relative permeability curves were modified to conform with the values from the cross-sectional model. permeabilities were then used in an *areal* model to determine the recovery factor for the total field. With ficiency from the cross-sectional model weighted on oil in place, the sweep efficiency was backed out overy and then modified by displacement efficiency to obtain a recovery factor for each zone. The model injection into four zones.

ned that water injection will be accomplished as necessary and that recompletions will be made as the life of the field. Reserves are calculated for only four of the hydrocarbon-bearing zones because the one of the zones is estimated to be too low for the zone to produce. It is possible, however, that some occur from the nonproducing zone into certain of the producing zones; this would permit some recovery he zone that is not expected to produce. The porosities of the four producing zones average between 18 . Permeabilities of these producing zones vary from 200 to over 1,000 millidarcys, and the flow capa- nes where tested in the various wells were excellent.

zones in the Ninian field are pressured above a normal gradient. The reservoir pressure at 10,000 feet 5 pounds per square inch absolute, and reservoir temperature at that depth is 205 degrees Fahrenheit. tion gas-oil ratio is approximately 380 standard cubic feet of gas per barrel of stock-tank oil. The oil is lphur content and has an API gravity of 35 degrees. Using flash calculations derived from laboratory formation-volume factors were corrected from bubble-point pressures to separator pressures.

ed development scheme for the Ninian field requires the drilling of 84 wells from two platforms. The investigating alternative plans, one of which would involve a third platform and a total of 104 wells. f the seven wells drilled to date, as well as an outline of the productive area of the field, are shown on is appended to this letter.

d and probable oil in place in the Ninian field is estimated to be 2,576,349,000 barrels and 411,803,000 ively. The recoverable oil from the Ninian field is estimated to be 963,318,000 barrels of proved oil re- 5,065,000 barrels of probable oil reserves. The stripping method which will be used to recover the gas liquids is not yet known; but based on proved and probable oil reserves and on laboratory analyses samples obtained from several drill-stem tests, it is estimated that the amount of these liquids available y 20 million additional barrels. Since most of the gas produced with the oil will be utilized for fuel in ction facilities, the amount of remaining gas would not be sufficient to justify the construction of ortation facilities. The average recovery factor for oil in the total field is 37.1 percent of the estimated place. These reserve estimates must be considered as being ultimate reserves, or those that may be out regard to time. The variation in recovery between the oil reserves and the following production aused by the fact that the predictions are limited to either the year 1998 or the year 2000. The additional ed to obtain the total reserves would be produced after the end of the time intervals investigated.

**orecasts**

development schemes were analyzed using a two-dimensional mathematical simulation model and a configurations consist of a 2-platform and a 3-platform development program for which the production es, well-drilling schedules, and number of production and water-injection wells were supplied by K.) Ltd. The computer model was used to generate production profiles for the two cases. These produc- s follow as Tables 1 and 2, and the examples are labeled Cases 1 and 2.

ned Scheme)

ell platforms with downdip peripheral water injection comprised the first case. Production was assumed of these calculations to commence in the second half of 1978. Maximum production rate reached was 313,000 barrels of oil per day which was constant for 0.75 years. Recovery from the 2-platform case was 29.8 percent of the oil in place at the end of 22-1/2 years, that is through the year 2000. Production at the end of this time was 772,123,000 barrels of proved oil, 117,420,000 barrels of probable oil, 13,971,000 barrels of proved natural gas liquids, and 2,125,000 barrels of probable natural gas liquids. Total oil and natural gas liquids produced through the year 2000 was predicted to be 905,639,000 barrels.

Case 2 (Alternative Scheme)

Three platforms were used in the second case which included two platforms with 42 wells each and a third platform with 20 wells. Downdip peripheral water injection was again utilized for pressure maintenance. Production was assumed for the purpose of these calculations to commence with the two 42-well platforms in the second half of 1978 and with the third platform at the beginning of 1981. Maximum production rate reached was 330,000 barrels of oil per day which was constant for 3.25 years. Recovery in this case consisted of 34.4 percent of the oil in place at the end of 20 years, that is to mid-year 1998. Production predicted at the end of 20 years was 890,215,000 barrels of proved oil, 135,378,000 barrels of probable oil, 16,108,000 barrels of proved natural gas liquids, and 2,450,000 barrels of probable natural gas liquids. Total oil and natural gas liquids produced through mid-year 1998 was predicted to be 1,044,151,000 barrels.

**TABLE 1**
**CASE 1**
**TWO PLATFORM PRODUCTION PREDICTION****
**PROVED PLUS PROBABLE**

| Year | Oil Production (Thousand barrels per day)* | Cumulative Oil Production (Million barrels)* |
|---|---|---|
| 1978 (6 Months) | 75 | 13.6 |
| 1979 | 171 | 76.1 |
| 1980 | 250 | 167.3 |
| 1981 | 306 | 278.9 |
| 1982 | 313 | 393.0 |
| 1983 | 257 | 486.9 |
| 1984 | 209 | 563.1 |
| 1985 | 162 | 622.1 |
| 1986 | 121 | 666.1 |
| 1987 | 93 | 700.0 |
| 1988 | 70 | 725.6 |
| 1989 | [illegible] | 748.1 |
| 1990 | [illegible] | 769.5 |
| 1991 | 54 | 789.1 |
| 1992 | 46 | 806.1 |
| 1993 | 40 | 820.5 |
| 1994 | 34 | 833.1 |
| 1995 | [illegible] | 844.8 |
| 1996 | 31 | 856.3 |
| 1997 | 27 | 866.3 |
| 1998 | 22 | 874.6 |
| 1999 | 21 | 882.3 |
| 2000 | 20 | 889.5 |

*Natural Gas Liquids not included.

**Field development schedule provided by Ranger Oil (U.K.) Ltd.

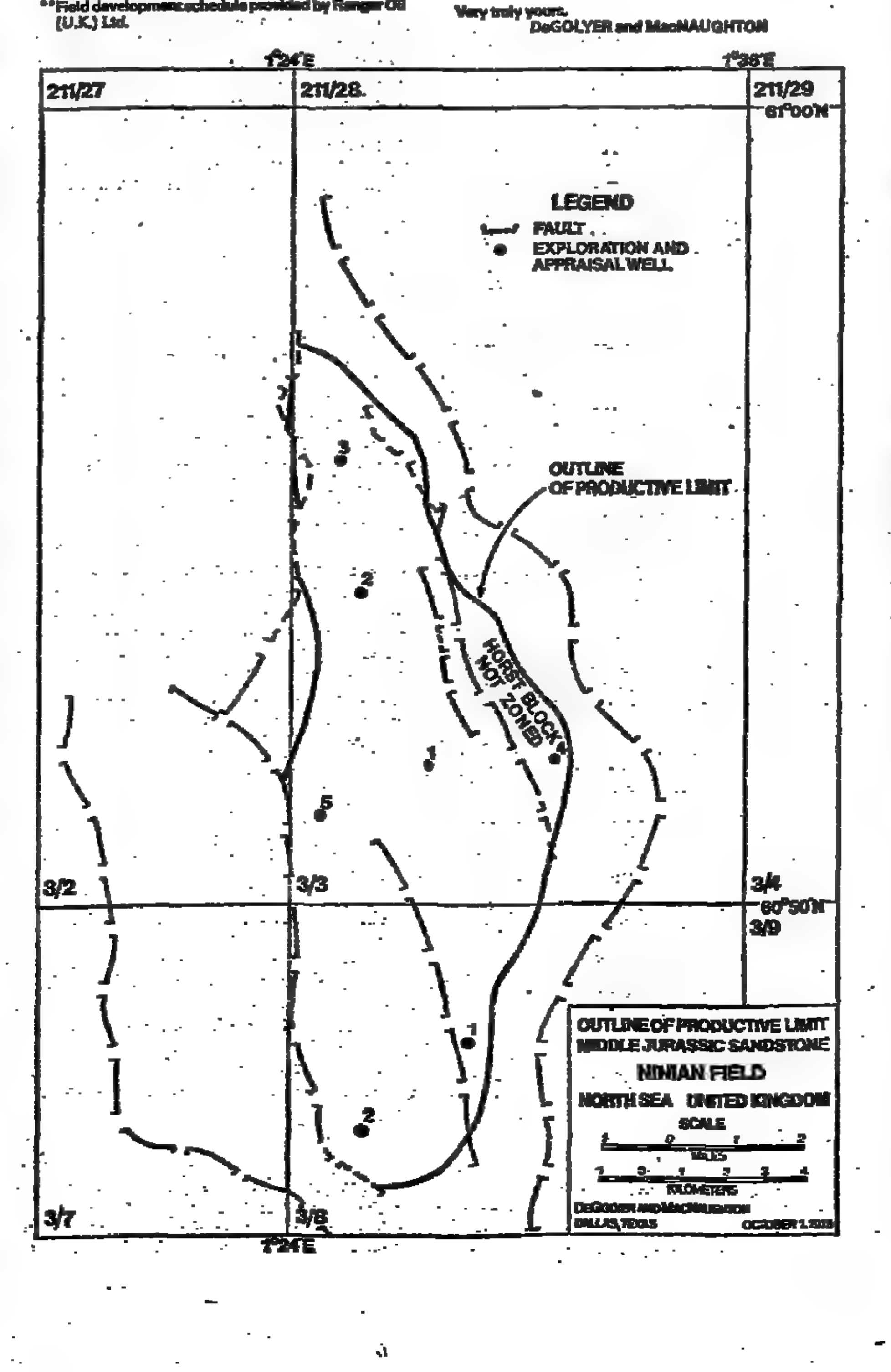
**TABLE 2,**
**CASE 2**
**THREE PLATFORM PRODUCTION PREDICTION****
**PROVED PLUS PROBABLE**

| Year | Oil Production (Thousand barrels per day)* | Cumulative Oil Production (Million barrels)* |
|---|---|---|
| 1978 (6 Months) | 75 | 13.5 |
| 1979 | [illegible] | 82.6 |
| 1980 | 287 | 187.4 |
| 1981 | 330 | 307.8 |
| 1982 | [illegible] | 428.3 |
| 1983 | 330 | 548.7 |
| 1984 | 312 | 662.5 |
| 1985 | 219 | 742.4 |
| 1986 | 171 | 804.8 |
| 1987 | 124 | 850.0 |
| 1988 | 91 | 883.4 |
| 1989 | 66 | 907.3 |
| 1990 | 56 | 927.8 |
| 1991 | 52 | 947.0 |
| 1992 | 46 | 963.8 |
| 1993 | 41 | 978.8 |
| 1994 | 39 | 993.0 |
| 1995 | 33 | 1,005.1 |
| 1996 | 26 | 1,014.4 |
| 1997 | 21 | 1,022.3 |
| 1998 (6 Months) | 18 | 1,025.5 |

*Natural Gas Liquids not included.

**Field development schedule provided by Ranger Oil (U.K.) Ltd.

Very truly yours,
DeGOLYER and MacNAUGHTON




## APPENDIX II

## UNITED KINGDOM LICENCE INTERESTS OF LSMO AND OF SCOT

1. **Details of Licence Interests**

| Licence No./Date of commencement | Blocks: Number | Blocks: Area (sq km) | Estimate of expenditure to 31.12.75 £000 | Original work obligation | Present participants | |
|---|---|---|---|---|---|---|
| P.114 8th June, 1970 | 22/18 22/27 23/11 23/27 | 777.5 | SCOT 3,173 | Seismic survey and 4 exploration wells. *Seismic survey completed and 3 wells drilled. The fourth well is presently being drilled.* | Ranger (the Operator)<br>SCOT<br>IU Oil & Gas Limited | 40.00%<br>45.00%<br>15.00% |
| P.128 1st January, 1972 | 48/18b 48/19b | 304.3 | LSMO 431 | 1 exploration well. *Obligation completed.* | Ranger (the Operator)<br>LSMO<br>Canadian Pacific Oil and Gas of Canada Limited<br>Tanks Oil & Gas Limited<br>Tanks North Sea Limited<br>Kewanee Oil Company (U.K.) Limited<br>Sunlite Oil Company (U.K.) Limited<br>Oxoco (U.K.) Limited<br>Berry Wiggins (Sea Search) Limited | 23.00%<br>22.50%<br>4.50%<br>7.08%<br>2.50%<br>11.67%<br>8.33%<br>1.25%<br>19.17% |
| P.199 15th March, 1972 | 3/8 | 202.5 | LSMO 12,101<br>SCOT 3,668 | Seismic survey and 1 exploration well. *Obligation completed.* | BP (the Operator)<br>Ranger<br>LSMO<br>SCOT | 50.00%<br>20.00%<br>23.00%<br>7.00% |
| P.229 15th March, 1972 | 3/30 4/21 4/26 21/18 | 480.9 | LSMO 1,264<br>SCOT 25 | Seismic survey and 2 exploration wells. *Obligation completed.* | Ranger (the Operator)<br>LSMO<br>SCOT<br>Canadian Pacific Oil and Gas of Canada Limited | 40.00%<br>50.00%<br>1.80%<br>8.00% |

2. **Licence Terms**

Licences to search and bore for and get petroleum, which includes both oil and natural gas, within the United Kingdom, its territorial waters and continental shelf are issued by the Secretary of State for Energy: the basic terms currently applicable to the licences are set out in Part II of Schedule 2 of the Petroleum and Submarine Pipe-lines Act 1975 ("the Act"); subject as provided in Section 18 of the Act.

Licences, which are issued only to persons or companies resident in the United Kingdom, are issued for an initial period of 6 years for an initial payment. At the end of the 6-year period, if the licensee does not wish the licence to expire, he must surrender his rights in at least half of the area covered by the licence (as chosen by the licensee), and he then may, provided that the terms and conditions of the licence have been complied with, retain up to half of the licensed area for a further 40 years ("the extension period"). The licensee may surrender the licence in whole or in part at any time during the extension period on giving the appropriate period of notice.

The licensee must pay in each half-year in which the licence is in force a royalty to the Government of 12½ per cent. of the well-head value of petroleum extracted. The Government may opt, on giving six months' written notice, to receive this payment wholly or partly in kind in lieu of cash.

During the extension period, an annual rental is also payable, but any rental so paid may be deductible from royalty payments under the terms of the licence. The rental is £50 per square kilometre of the retained area in the first year, rising by £30 per square kilometre per annum for the next ten years and remaining at £350 per square kilometre per annum for the rest of the extension period.

Each licence contains a schedule establishing the work obligation. Specific details of the work obligations of the licences in which LSMO and SCOT are interested are given in the table set out above. The Government may require further exploration activity during the extension period if such work could reasonably be expected to be carried out in the circumstances specified in the Act.

The development of a discovery is subject to the consent of the Government, and development and production programmes, including maximum and minimum rates of production for various periods, have to be prepared and submitted to and approved by the Government.

The licensee may only abandon a field with the consent of, and subject to, any conditions imposed by the Government, which could include the removal of fixed structures.

Petroleum recovered must be delivered on shore in the United Kingdom, except with the prior consent of, and subject to any conditions imposed by, the Government.

The consent of the Government is required to any assignment of any right granted by the licence, and to any agreement under which a person becomes entitled to, or to any proceeds of sale of, petroleum which when the agreement is made has not been but may be extracted. No such consent is necessary for sales of petroleum under which the price is payable, or the petroleum is to be exchanged, after extraction. Government consent is also required for, among other things, abandoning a well, suspending drilling of a development well, employing an operator not approved by the Government for the purpose, and permitting any right under the licence to become exercisable by or for the benefit of another person (other than the making of surveys by holders of a Government licence).

The Government has discretion to revoke a licence in certain circumstances, including where there is a change in control of a licensee, where the licensee fails to observe any of the terms and conditions of the licence, or fails to make a payment due to the Government within two months of the due date, or has a receiver appointed, or goes into liquidation, or ceases to have its central management and control in the United Kingdom. Where an approved development programme exists in relation to part of the licensed area, the Government may not revoke the licence in relation to that part on the grounds of non-observance of another development programme in respect of a different part of the licensed area. When the Government has power to revoke a licence in respect of the whole or part of the licensed area, it may in certain circumstances, at its discretion, exercise such power in relation to part only of such area.

Disputes between the Government and the licensee are to be referred to arbitration unless the licence expressly reserves determination of the matter in dispute to the Government.

3. **Depletion Control**

The Government has taken the power in the Act to control the rates of production from fields in the United Kingdom. At the time of agreeing a development plan for a field, the Government will establish limits within which they can impose their depletion control. At the present time, the full development plan for the Field has not been agreed with the Government. The latest full statement on Depletion Policy was made by the Secretary of State for Energy on 6th December, 1974, and included an indication that no depletion control would be implemented until 1982 or four years after production commences, whichever is the later; that no delay would be imposed on the development of *discoveries made prior to 1976, which includes the Field; and that, for fields found after 1975, no cuts would be* made until 150 per cent. of capital investment had been recovered and that generally cuts would be limited to 20 per cent. at most.

## APPENDIX III

## LETTERS FROM THE DEPARTMENT OF ENERGY

These letters are the ones referred to in paragraphs 6 and 14 above.

The following is the text of identical letters from the Department of Energy dated 14th November, 1975 addressed to Mr. G. W. Searle, as the Managing Director of LSMO and SCOT respectively.

Dear Sir

I refer to the negotiations which are taking place between us concerning public sector participation in the interest held by you in the Ninian project. I am pleased that the discussions are progressing well and I confirm that it is the intention of Ministers to see that an Agreement is concluded and executed as soon as possible to implement this important part of the Government's North Sea oil policy.

2 I am authorised by Ministers to confirm that a participation agreement under which the British National Oil Corporation (BNOC) secured title to 51% of your Ninian interest would, at your request, provide that BNOC would be responsible, in return for a suitable reward to be negotiated, for providing 51% of the capital costs arising from the date of participation. In this particular case participation and hence the contribution to costs would extend to your interest in the Ninian Pipeline and Sullom Voe Terminal. 51% of pre-participation expenditure would be recovered out of BNOC's 51% share of revenues from production pari-passu with the recovery by BNOC of its costs arising from the date of participation. I am also authorised to discuss with you at your request arrangements whereby, subject to agreement on terms, 51% of your pre-participation expenditure might, in the event of insufficient production, be repaid according to a schedule to be agreed, related to the expected rate of production, the object being to express this undertaking in a form suitable to act as security for a loan.

3 The terms of participation will be designed to ensure that you will be financially neither better nor worse off than if participation had not taken place. The method by which this would be achieved will be decided as a result of

continued overleaf

# Appendices: continued

negotiation, but for purposes of illustration, one method would involve BNOC in return for the assignment to the Corporation of 51% of your interest, making payments (if any should be appropriate) to your company under Section 41 of the Petroleum and Submarine Pipelines Act 1975 to restore your company's net revenue to the level which would have obtained had participation not taken place. Another method might be for you and BNOC to enter into long term sale and buy back arrangements whereby you would realise the market price, less agreed expenses, from the sale of the oil to which BNOC had secured title under the participation agreement, separate arrangements being made for the recovery of the Corporation's capital contribution and related reward.

4 Unless you request a form of financing arrangement for BNOC's interest which would have that effect the participation arrangements will contain no provision which will adversely affect your Company's enjoyment of the 49% interest remaining to it. This assurance could not, of course, apply should you seek and be granted support arrangements in respect of your 49% interest.

5 A participation agreement on the above lines would, so far as your interest in the Ninian Field is concerned, fully satisfy the Government's policy regarding participation in existing licences (as outlined in the White Paper "UK Offshore Oil and Gas Policy", 1974, Cmnd. 5696).

6 It is our intention to pursue negotiations with a view to concluding an agreement on participation by 1 April 1976. If this has not been achieved by that date, then, if the delay is caused by a change in Government policy or delay in constituting BNOC, or if I can advise the Secretary of State that for some other reason not occasioned by you participation cannot be achieved within the principles set out above, the Department of Energy will, provided it is satisfied that no satisfactory alternative is available to you, use its best endeavours to assist you to finance the 51% share of costs referred to above arising after 1 July 1976. The terms of this assistance will be related to the circumstances in which the delay arises.

Yours faithfully

R J PRIDDLE
An Assistant Secretary in the
Department of Energy
14 November 1975

The following is the text of identical letters from the Department of Energy dated 20th January, 1976 addressed to Mr. G. W. Searle, as the Managing Director of LSMO and SCOT respectively.

20 January 1976

Dear Sir

Further to my letter of 14 November, 1975 and following the discussions which we have held since that date you have indicated that you intend to raise the funds necessary to meet the full cost of the development of your company's present interest in the Ninian Field. I am authorised by Ministers to confirm that if, under a Participation Agreement with your Company, the British National Oil Corporation ("BNOC") is not called upon to provide any funds towards the costs of the project, your Company will continue to enjoy the full financial benefit of its present interest in the project and accordingly will be financially neither better nor worse off.

2 It is now our joint intention to press ahead with negotiations on the above basis in the expectation that an agreement on participation will provide for BNOC to obtain title to 51% of your interest in the Ninian Field, participating in the operating committee and enjoying its proportionate voting rights. In return for your remaining responsible for all exploration, development and operating costs (including Government royalties), however you would continue to own beneficially all relevant assets and all petroleum produced, subject to BNOC having an option (under an option agreement on commercial terms) to purchase 51% of the production at market price.

Yours faithfully

R J PRIDDLE

## APPENDIX IV

## ACCOUNTANTS' REPORT ON LSMO

The following is a copy of a report by Whinney Murray & Co., Chartered Accountants:—

The Directors,
London & Scottish Marine Oil Company Limited
Morgan Grenfell & Co. Limited

176 West George Street,
Glasgow G2 2LD

30 January 1976

Gentlemen:

1. We have examined the audited accounts of London & Scottish Marine Oil Company Limited ("LSMO") for the periods relevant to this report. We have been auditors of LSMO since incorporation and of its subsidiary companies since their acquisition by LSMO. The subsidiaries' undertakings have been transferred to LSMO since 31 August 1975 and they have ceased to trade. Accordingly references to LSMO in the narrative of this report include, where applicable, both LSMO and the subsidiaries.

The summarised profit and loss accounts and balance sheets set out below are based on the audited accounts after making such adjustments as we consider appropriate. In our opinion, subject to LSMO's ability to obtain such additional finance (including that now being raised) as it may require to continue as a going concern, these summaries together with the notes thereon, give a true and fair view of the results of LSMO for the relevant periods and of the state of affairs of LSMO on the accounting dates.

### 2. ACCOUNTING POLICIES

(1) *Ninian expenditure*

Exploration expenditure is stated at cost.

Development expenditure, including pipeline and terminal costs, is stated on the basis of cash calls made to date by the operators of the project. These calls represent LSMO's proportion of the operators' estimates of approved expenditure to be incurred in each period.

Exploration and development expenditure is being charged by the operators in the shares and on the conditions set out in the relevant cost sharing and operating agreements. This expenditure will be amortised, when the Ninian Field becomes productive, on the basis of the proportion that the actual production in the relevant accounting period bears to the total proved reserves of the field planned to be recovered.

(2) *Deferred expenditure*

Deferred expenditure consists of costs incurred in exploration of licence areas other than Ninian and has been charged by the operators in the shares and on the conditions set out in the relevant operating agreements. These costs are carried forward until particular areas are determined to be commercially viable in which case they will be capitalised and amortised. Costs in areas currently determined not to be commercially viable are written off.

(3) *Taxation*

Account has not been taken for taxation purposes of allowances in respect of exploration expenditure incurred prior to the commencement of trading or of allowances due on development and exploration expenditure since that date.

(4) *Rates of exchange*

Foreign currency has been translated into sterling at the rates ruling at the date of each relevant transaction.

### 3. PROFIT AND LOSS ACCOUNTS

The results of LSMO for the periods under review were as follows:—

| | Note | 11 months ended 31 March 1972 £ | 9 months ended 31 December 1972 £ | Year ended 31 December 1973 £ | Year ended 31 December 1974 £ | 8 months ended 31 August 1975 £ |
|---|---|---|---|---|---|---|
| Interest receivable | (2) | — | 1,545 | 11,243 | 14,184 | 39,228 |
| *Less:* Expenses | (3) | 2,063 | 1,627 | 2,695 | 11,954 | 266,225 |
| Interest payable | (4) | — | — | — | 1,241 | 178,565 |
| Deferred expenditure written off | (7) | — | — | — | — | 1,170,808 |
| | | 2,063 | 1,627 | 2,695 | 13,195 | 1,615,598 |
| Profit/(loss) before taxation | (1) | (2,063) | (82) | 8,548 | 989 | (1,576,370) |
| *Less:* Taxation | (5) | — | 626 | 5,509 | 1,679 | — |
| Profit/(loss) after taxation | | (2,063) | (708) | 3,039 | (710) | (1,576,370) |
| Brought forward | | — | (2,063) | (2,771) | 268 | (442) |
| Balance sheet | | £(2,063) | £(2,771) | £268 | £(442) | £(1,576,812) |

### 4. BALANCE SHEETS

The balance sheets of LSMO on the various accounting dates in the periods under review, and of LSMO and its subsidiaries at 31 August, 1975, adjusted as we consider appropriate, and arrived at in accordance with the notes below, were as follows:—

| | LSMO 31 March 1972 £ | LSMO 31 December 1972 £ | LSMO 31 December 1973 £ | LSMO 31 December 1974 £ | LSMO 31 August 1975 £ | Note | LSMO and its subsidiaries 31 August 1975 £ |
|---|---|---|---|---|---|---|---|
| FURNITURE and FITTINGS | — | — | — | 77 | 676 | | 676 |
| NINIAN EXPENDITURE | | | | | | (6) | |
| Exploration | — | — | 346,587 | 1,034,590 | 1,128,412 | | 1,615,121 |
| Development | — | — | — | 326,223 | 3,498,087 | | 5,178,334 |
| | — | — | 346,587 | 1,360,813 | 4,631,499 | | 6,793,455 |
| DEFERRED EXPENDITURE | 128,748 | 299,267 | 510,649 | 637,491 | 2,183,659 | (7) | 2,642,359 |
| *Less:* written off | — | — | — | — | 1,170,808 | | 1,170,808 |
| | 128,748 | 299,267 | 510,649 | 637,491 | 1,012,851 | | 1,471,551 |
| INTEREST IN SUBSIDIARIES | | | | | | | |
| Shares at cost, less amounts written off | — | — | — | — | 667,073 | (3) (b) (ii) | — |
| Amount due by subsidiaries | — | — | — | — | 1,949,279 | | — |
| | — | — | — | — | 2,616,352 | | — |
| UNQUOTED INVESTMENT | — | 7,536 | 31,118 | 31,118 | 52,052 | (8) | 87,118 |
| CURRENT ASSETS | | | | | | | |
| Debtors | — | — | 2,056 | 54,370 | 4,158 | | 4,260 |
| Cash at bank | 170,000 | 5,659 | 2,067 | 1,111 | ... | | 741 |
| Short term deposits | — | 30,919 | 49,000 | 174,681 | 1,310,000 | | 1,310,000 |
| | 170,000 | 36,578 | 53,123 | 230,162 | 1,314,159 | | 1,315,001 |
| *Less:* CURRENT LIABILITIES | | | | | | | |
| Floating Rate Unsecured Loan Stock 1976 | — | — | — | — | 6,041,483 | (9) | 6,041,483 |
| Creditors | 143,478 | 19,627 | 14,252 | 90,629 | 439,738 | | 489,381 |
| Bank overdraft (unsecured) | — | — | — | — | 14,876 | | 14,875 |
| Taxation | — | 375 | 5,807 | 1,879 | 2,522 | | 2,522 |
| | 143,478 | 20,002 | 20,059 | 92,508 | 6,498,619 | | 6,548,261 |
| Net current assets/(liabilities) | 26,522 | 16,576 | 33,064 | 137,654 | (5,184,460) | | (5,233,260) |
| NET ASSETS | 155,270 | 323,379 | 921,418 | 2,167,153 | 3,119,570 | | 3,119,570 |
| *Add:* Preliminary expenses, etc. | 12,667 | 13,850 | 13,850 | 37,905 | — | (3) (b) (iii) | — |
| | £167,937 | £337,229 | £935,268 | £2,205,058 | £3,119,570 | | £3,119,570 |
| *Financed by:* SHARE CAPITAL | | | | | | (10) | |
| Shares of £1 each fully paid | — | — | — | 1,700,000 | 2,471,780 | | 2,471,780 |
| Shares of £1 each partly paid | 170,000 | 340,000 | 935,000 | 505,500 | 2,224,602 | | 2,224,602 |
| | 170,000 | 340,000 | 935,000 | 2,205,500 | 4,696,382 | | 4,696,382 |
| *Less:* PROFIT AND LOSS ACCOUNT | (2,063) | (2,771) | 268 | (442) | (1,576,812) | | (1,576,812) |
| | £167,937 | £337,229 | £935,268 | £2,205,058 | £3,119,570 | | £3,119,570 |

### 5. NOTES TO THE ACCOUNTS

(1) *Subsidiary companies*

LSMO's two subsidiaries, William Reay & Company, Limited and Natural Resources Limited, are wholly owned and were acquired by an exchange of shares during the period ended 31 August 1975. Since acquisition the subsidiaries have received no income and all revenue expenditure has been borne by LSMO; accordingly the subsidiaries have no profits or losses and no consolidated profit and loss account is required.

(2) *Interest receivable*

LSMO's sole income in the period under review has been interest on short-term deposits.

(3) *Expenses*

Expenses include:—

(a) the remuneration of a Director for executive services amounting to £2,083 in the year ended 31 December 1974 and £3,333 in the period ended 31 August 1975. In the year ended 31 December 1975, the remuneration of this Director amounted to £5,000, and under the arrangements now in force his remuneration in the year ending 31 December 1976, will amount to £5,000. No remuneration has been paid to any other director prior to 31 December 1975, and no decision has been taken as to future payments of directors' fees; and

(b) in the period ended 31 August 1975:—
  (i) professional fees and other costs amounting to £102,771 relating principally to the issue of Floating Rate Unsecured Loan Stock 1976 and to the acquisition of subsidiaries;
  (ii) an amount of £81,052 written off the cost of shares in subsidiaries representing the excess of the amount credited as paid up on the shares issued as purchase consideration for the subsidiaries over the book amount of their net assets at the dates of acquisition;
  (iii) preliminary expenses etc. written off, amounting to £56,184.

(4) *Interest payable*

In the period to 31 August 1975 the interest charge includes an amount of £177,844 in respect of interest payable on the Floating Rate Unsecured Loan Stock 1976 issued during the period.

(5) *Taxation*

Taxation has been charged on interest receivable in the periods prior to 31 December 1973. Part or all of the taxation provided in 1974 may be recoverable following agreement with the Inland Revenue regarding the date on which trading commenced, and, because of the availability of substantial losses, no taxation has been provided in the period to 31 August 1975.

(6) *Ninian expenditure*

No formal valuation has been carried out on behalf of LSMO and the value of this expenditure depends *inter alia* on the commercial prospects of the Ninian Field and on the ability of LSMO to continue to finance its share of the development costs. Exploration expenditure includes the cost of seismic surveys and associated work, and the drilling of exploratory wells. Development expenditure consists of cash calls by the operators in respect of LSMO's proportion of the cost of production facilities and an accrual for related administration charges.

(7) *Deferred expenditure*

No formal valuation of this expenditure has been carried out on behalf of LSMO. Exploration expenditure in areas which are currently considered not to be commercially viable has been written off.

(8) *Unquoted investment*

This investment represents the interest of LSMO in European Marine Oil N.V., being 12% per cent. of its issued share capital. The investment is stated at cost, including the dollar premium paid, which in the opinion of the Directors is its market value. No dividends have been received during the periods under review. There is a contingent liability of £47,394 in respect of calls not yet made (translated at foreign exchange rates ruling at 31 August 1975, excluding the dollar premium).

(9) *Floating Rate Unsecured Loan Stock 1976*

During the period ended 31 August 1975, LSMO created £12,068,200 Floating Rate Unsecured Loan Stock 1975 of which, at that date, £1,451,266 had been issued fully paid, £8,300,000 issued 50 per cent. paid and £2,316,934 issued 19 per cent. paid. Since 1 September 1975 £6,026,717 has been received in respect of calls made and accordingly the stock is now fully subscribed. By a resolution dated 23 December 1975 the stockholders agreed to postpone final repayment until 31 March 1976, and the stock was re-denominated Floating Rate Unsecured Loan Stock 1976.

(10) *Share capital*

The authorised share capital of LSMO is 7,500,000 shares of £1 each, of which, at 31 August 1975, there were in issue:—

| | £ |
|---|---|
| 2,471,780 shares of £1 each fully paid | 2,471,780 |
| 4,943,560 shares of £1 each 45p paid | 2,224,602 |
| 7,415,340 | £4,696,382 |

Since 31 August 1975, a call of 55p per share has been made on the partly paid shares, and all shares are now fully paid.

(11) *Commitments*

(a) In terms of the present Cost Sharing Agreement, the interest of LSMO in the Ninian Field at 31 August 1975 amounted in total to 6.9 per cent. of which 2.25 per cent. related to the subsidiaries. On the basis of these percentages the commitments of LSMO as authorised by the Directors at 31 August 1975 were as follows:—

| | LSMO £million | Subsidiaries £million | Total £million |
|---|---|---|---|
| Ninian Field | 14.3 | 6.9 | 21.2 |
| Pipeline | 6.3 | 3.1 | 9.4 |
| Terminal | 3.0 | 1.5 | 4.5 |
| | 23.6 | 11.5 | 35.1 |

Because of the manner in which contracts are placed by the operators it is possible for LSMO's share of expenditure contracted for to exceed the amounts actually authorised at any one time. Based on the information supplied by the operators, LSMO's share of expenditure contracted for at 31 August 1975 was as follows:—

| | LSMO's share £million | Subsidiaries' share £million | Total £million |
|---|---|---|---|
| Ninian Field | 15.0 | 7.3 | 22.3 |
| Pipeline | 3.6 | 1.8 | 5.4 |
| Terminal | 0.6 | 0.3 | 0.9 |
| | 19.2 | 9.4 | 28.6 |

Participants in default of financing their share of project expenditure, if the default is made good by other participants, forfeit their entitlement to representation on the Ninian Management Committee. When commercial production commences, the defaulting party reacquires an interest equal to 75 per cent. of the proportion its actual contributions to the project bears to the actual contributions of all participants up to that time. If the project is abandoned prior to production, these arrangements are cancelled and the defaulter again becomes liable for its full share of development costs up to the date of abandonment.

(b) LSMO has interests in other licence areas in respect of which all the obligations under the licences have been fulfilled. Certain additional exploration expenditure is being incurred for which the commitment at 31 August 1975 amounted to £388,128 (of which £126,589 related to the subsidiaries), and for which contracts had been placed.

### 6. DIVIDENDS

No dividends have been paid by LSMO since incorporation.

### 7. ACCOUNTS

No accounts have been prepared for submission to members since those for the year ended 31 December 1974. Interim accounts for the period ended 31 August 1975 have been prepared and audited for the purposes of this report.

Yours faithfully,

WHINNEY MURRAY & CO.
*Chartered Accountants*

## APPENDIX V

## ACCOUNTANTS' REPORT ON SCOT

The following is a copy of a report by Arthur Young McClelland Moores & Co., Chartered Accountants:—

The Directors,
Scottish Canadian Oil & Transportation Company Limited,
Morgan Grenfell & Co. Limited.

181 West George Street,
Glasgow, G2 2JF
30th January, 1976.

Gentlemen,

1. We have examined the audited accounts of Scottish Canadian Oil & Transportation Company Limited ("SCOT") from 15th January, 1970, the date of incorporation, to 31st August, 1975, and have acted as auditors throughout this period.

2. As noted in paragraph 6 (5) and (6) the ultimate value of SCOT's licence interests depends on the outcome of further exploration in areas where no determination has been made as to whether they are commercially viable, and its ability to obtain such additional finance (including that now being raised) as it may require to continue as a going concern. In our opinion, subject to the foregoing, the summarised profit and loss accounts and balance sheets set out below, together with the accompanying notes, give a true and fair view of the results of SCOT for the periods reported on and of its state of affairs at each period end.

### 3. ACCOUNTING POLICIES

(a) *Ninian Expenditure*

Exploration expenditure is stated at cost. Development expenditure, including pipeline and terminal costs, is stated on the basis of cash calls made to date by the operators of the project. These calls represent SCOT's proportion of the operators' estimates of approved expenditure to be incurred in each period.

Exploration and Development Expenditure is being charged by the operators in the shares and on the conditions set out in the relevant cost sharing and operating agreements. This expenditure will be amortised when the Ninian Field becomes productive on the basis of the proportion that the actual production in the relevant accounting period bears to the total proved reserves of the field planned to be recovered.

(b) *Deferred Expenditure*

Deferred expenditure consists of costs incurred in exploration of licence areas other than Ninian and has been charged by the operators in the shares and on the conditions set out in the relevant operating agreements. These costs are carried forward until particular areas are determined to be commercially viable in which case they will be capitalised and amortised. Costs in areas currently determined not to be commercially viable are written off.

(c) *Rates of Exchange*

Foreign currency has been converted into sterling at the rates ruling at the date of each relevant transaction.

(d) *Taxation*

Account has not been taken for taxation purposes of allowances in respect of exploration expenditure incurred prior to the commencement of trading or of allowances due on development and exploration expenditure since that date.

### 4. PROFIT AND LOSS ACCOUNTS

The profits/(losses) of SCOT for the period from incorporation to 31st August, 1975, arrived at as described in paragraph 3, were as follows:—

| | Note | Period 15.1.70 to 31.12.70 £ | Year to 31.12.71 £ | Year to 31.12.72 £ | Year to 31.12.73 £ | Year to 31.12.74 £ | Period 1.1.75 to 31.8.75 £ |
|---|---|---|---|---|---|---|---|
| Interest receivable | (1) | 144 | 822 | 931 | 31,062 | 17,293 | 15,324 |
| *Less:* Interest payable | (2) | — | — | — | — | — | 71,878 |
| Other expenditure | (3) | 597 | 2,183 | 2,247 | 3,551 | 11,647 | 93,982 |
| Deferred expenditure written off | (6) | — | — | — | — | — | 595,640 |
| | | 597 | 2,183 | 2,247 | 3,551 | 11,647 | 761,500 |
| Profit/(Loss) before taxation | | (453) | (1,361) | (1,316) | 27,511 | 5,646 | (746,176) |
| *Less:* Taxation | (4) | 58 | 257 | 375 | 15,230 | 3,650 | — |
| Profit/(Loss) after taxation | | (£511) | (£1,618) | (£1,691) | £12,281 | £1,996 | (£746,176) |

### 5. BALANCE SHEETS

The balance sheets of SCOT at each period and prepared on the bases described in paragraph 3 were as follows:—

| | Note | 31 December 1970 £ | 31 December 1971 £ | 31 December 1972 £ | 31 December 1973 £ | 31 December 1974 £ | 31 August 1975 £ |
|---|---|---|---|---|---|---|---|
| FIXED ASSETS | | | | | | | |
| Office Equipment | | — | — | — | — | 77 | 676 |
| Ninian Expenditure—Exploration | (5) | — | — | — | — | 467,236 | 491,555 |
| —Development | | — | — | — | — | 147,326 | 1,579,427 |
| | | — | — | — | — | 614,562 | 2,070,982 |
| Deferred Expenditure | (6) | 109,528 | 134,191 | 199,170 | 286,432 | 1,718,136 | 2,593,520 |
| *Less:* Written off | | — | — | — | — | — | (595,640) |
| | | 109,528 | 134,191 | 199,170 | 286,432 | 1,718,136 | 1,997,880 |
| UNQUOTED INVESTMENT | (7) | — | — | 2,912 | 10,397 | 10,397 | 17,868 |
| CURRENT ASSETS | | | | | | | |
| Debtors | | — | — | — | 89,372 | 24,855 | 2,884 |
| Cash at bank | | 694 | 588 | 4,626 | 3,125 | 433 | 1,104 |
| Short term deposits | | — | — | 78,743 | 314,000 | 185,528 | 800,000 |
| | | 694 | 588 | [illegible] | 406,607 | 210,816 | 803,988 |
| CURRENT LIABILITIES | | | | | | | |
| Unsecured Loan Stock 1976 | (8) | — | — | — | — | — | 1,850,000 |
| Creditors | | 2,916 | 30,297 | 61,943 | 12,958 | 61,129 | 172,086 |
| Taxation | | 58 | 357 | 174 | 14,365 | 3,650 | 4,767 |
| | | (2,974) | (30,654) | (62,116) | (27,221) | (64,779) | (2,026,853) |
| NET CURRENT ASSETS/(LIABILITIES) | | (2,280) | (29,066) | 21,185 | 379,286 | 145,737 | (1,222,865) |
| NET ASSETS | | 106,228 | 104,525 | 222,834 | 688,115 | 2,489,911 | 2,884,281 |
| Preliminary and Formation Expenses | | 13,261 | 13,346 | 13,346 | 10,346 | 40,546 | — |
| | | 119,489 | 117,871 | 236,180 | 698,461 | 2,530,457 | 2,884,281 |
| *Representing:* ISSUED SHARE CAPITAL | (9) | 120,000 | 120,000 | 240,000 | 690,000 | 2,520,000 | 3,600,000 |
| PROFIT & LOSS ACCOUNT | | | | | | | |
| Balance brought forward | | — | (511) | (2,129) | (3,820) | 8,461 | 10,457 |
| Profit/(Loss) for year | | (511) | (1,618) | (1,691) | 12,281 | 1,996 | (746,176) |
| | | (511) | (2,129) | (3,820) | 8,461 | 10,457 | (735,719) |
| | | £119,489 | £117,871 | £236,180 | £698,461 | £2,530,457 | £2,884,281 |

### 6. NOTES TO THE ACCOUNTS

(1) *Interest receivable*

SCOT's sole income has been interest on short term deposits.

(2) *Interest payable*

Interest payable in the period ended 31st August, 1975 has been accrued on the Floating Rate Unsecured Loan Stock, and amounts to £58,324.

(3) *Other expenditure*

This includes

(a) preliminary and formation expenses incurred in connection with the formation of SCOT and with the issue of and calls on shares amounting to £51,346 written off in the period ended 31st August, 1975.

(b) professional charges in the period ended 31st August, 1975 of £15,654 in connection with the issue of £3,700,000 Floating Rate Unsecured Loan Stock;

(c) payments of £2,083 in the year ended 31st December, 1974 and £3,333 in the period ended 31st August, 1975, for executive services to the only Director receiving any remuneration. In the year ended 31st December, 1975, the remuneration of this Director amounted to £5,000 and under the arrangements now in force the remuneration for the year ending 31st December, 1976 will amount to £5,000. No remuneration has been paid to any other Director prior to 31st December, 1975, and no decision has been taken as to future payments of directors' fees.

(4) *Taxation*

Taxation has been charged on interest receivable. No corporation tax has been provided in the period ended 31st August, 1975 due to the availability for set-off of substantial losses incurred since SCOT commenced trading. Part or all of the taxation provided in the year ended 31st December, 1974 may be recoverable following agreement with the Inland Revenue on the date of commencement of trading.

(5) *Ninian expenditure*

No formal valuation has been carried out on behalf of SCOT and the value of this expenditure depends *inter alia* on the commercial prospects of the Ninian Field and on the ability of SCOT to continue to finance its share of the development costs.

Exploration expenditure includes the costs of seismic surveys and associated work, and the drilling of exploratory wells. Development expenditure consists of cash calls by the operators in respect of SCOT's proportion of the cost of production facilities and an accrual for related administration charges.

(6) *Deferred expenditure*

No formal valuation of this expenditure has been carried out on behalf of SCOT. Exploration expenditure in areas which are currently considered not to be commercially viable has been written off.

(7) *Unquoted Investment*

The unquoted investment represents SCOT's 2½% interest in the issued share capital of European Marine Oil N.V. The investment is stated at cost, including the dollar premium paid, which in the opinion of the Directors is its market value. No income has been received from this investment.

There is a contingent liability at 31st August, 1975 of approximately £9,500, excluding the dollar premium, in respect of the uncalled share capital of this investment.

(8) *Floating Rate Unsecured Loan Stock 1976*

During 1975 SCOT created £3,700,000 Floating Rate Unsecured Loan Stock 1975, 50% paid at 31st August, 1975. Since 31st August, 1975 further calls have been made and accordingly the stock is now fully subscribed. By a resolution dated 23rd December, 1975 the stockholders agreed to postpone final repayment until 31st March, 1976, and the Stock was re-denominated Floating Rate Unsecured Loan Stock 1976.

(9) *Share Capital*

At 31st August, 1975 the Share Capital of SCOT consisted of:—

*Authorised:*
7,500,000 shares of £1 each

*Issued:*
1,800,000 shares of £1 each, fully paid
3,600,000 shares of £1 each, 50p paid

5,400,000

Since 31st August, 1975 further calls have been made and all the shares are now fully paid.

(10) *Commitments*

(a) In terms of the present Cost Sharing Agreement the interest of SCOT in the Ninian Field [illegible] cent. On the basis of this percentage SCOT's commitments as authorised by the Directors [illegible] 1975 were as follows:—

| | £ mil[illegible] |
|---|---|
| Ninian Field | [illegible] |
| Pipeline | [illegible] |
| Terminal | [illegible] |
| | [illegible] |

Because of the manner in which contracts are placed by the operators it is possible for [illegible] of the expenditure contracted for to exceed the amounts actually authorised at any one time. [illegible] information supplied by the operators SCOT's share of expenditure contracted for at 31st Aug[illegible] as follows:—

| | £mil[illegible] |
|---|---|
| Ninian Field | [illegible] |
| Pipeline | [illegible] |
| Terminal | [illegible] |
| | [illegible] |

Participants in default of financing their share of project expenditure, if the default is [illegible] other participants, forfeit their entitlement to representation on the Ninian Management Com[illegible] commercial production commences the defaulting party reacquires an interest [illegible] the proportion its actual contributions to the project bears to the actual contributions of all [illegible] to that time. If the project is abandoned prior to production, these arrangements are cancelled [illegible] faulter again becomes liable for its full share of development costs [illegible]

(b) SCOT is also a member of consortia with interests in other licence areas [illegible] Government the consortia are committed to drill a certain number of exploratory wells [illegible] granting of each licence, one of which had not been drilled at 31st August, 1975. At 31st Aug[illegible] expenditure authorised by the Directors towards SCOT's [illegible] had been placed.

Certain additional exploration expenditure [illegible] authorised by the Directors at 31st August, 1975 towards SCOT's share of [illegible] have been placed.

### 7. DIVIDENDS

No dividends have been paid by SCOT since its incorporation.

### 8. ACCOUNTS

No accounts have been prepared for submission to members since those for the year ended 31st Dec[illegible] Interim accounts for the eight months ended 31st August, 1975 have been prepared and audited for [illegible] this report.

Yours faithfully,

ARTHUR YOUNG McCLELLAND MO[illegible]
*Chartered* [illegible]

## APPENDIX VI

## PARTICULARS OF THE OIL PRODUCTION STOCKS

This Appendix contains Particulars of the £575,000 Oil Production Stock, divided into units of 10p each, of LSMO ("the OPS of LSMO") and of the £175,000 Oil Production St[illegible] into 1,750,000 units of 10p each, of SCOT ("the OPS of SCOT"). The OPS of LSMO was [illegible] resolution of the Board of Directors of LSMO passed on 29th January, 1976, and the OPS [illegible] created by a resolution of the Board of Directors of SCOT passed on the same day.

The OPS to be issued by the two companies will constitute separate issues, each com[illegible] solely responsible for the payments and other obligations in respect of the OPS created by i[illegible] each case to possible guarantees from associated companies as referred to in the Particulars) [illegible] less, since the terms and conditions of the two issues of OPS will be identical in almost [illegible] and in view of the intention to merge LSMO and SCOT, the two issues of OPS will be con[illegible] single Trust Deed ("the Trust Deed") in favour of Commercial Union Assurance Company [illegible] Trustee") as Trustee. The provisions of the Trust Deed will bind LSMO only in relation to [illegible] LSMO, and SCOT only in relation to the OPS of SCOT (except insofar as either company [illegible] quently become a guarantor in relation to the OPS issued by the other).

The Trust Deed will contain, *inter alia*, provisions to the effect set out in the following pa[illegible] Save where specifically stated, all the provisions referred to below apply separately as [illegible] LSMO and to the OPS of SCOT. In the Particulars, therefore, in relation to the OPS of [illegible] Company" means LSMO and "the OPS" means the OPS of LSMO, and in relation to the O[illegible] "the Company" means SCOT and "the OPS" means the OPS of SCOT; other defined words, [illegible] may bear correspondingly different meanings in relation to each issue of OPS.

### 1. DEFINITIONS

In these Particulars, except where the context otherwise requires, the following expre[illegible] have the following meanings:—

"Associated Facility" means any production platform, pipeline, terminal or other facility (not being [illegible] Field) for the time being owned or used by the participants in the Field;

"Barrel" means
(i) 42 U.S. gallons of oil at 60 degrees Fahrenheit, or
(ii) 42 U.S. gallons of natural gas liquids at 60 degrees Fahrenheit and [illegible] of the relevant natural gas liquid, or
(iii) 5,300 cubic feet of gas at 15 degrees Centigrade and pressure of one [illegible]

"Block 3/8" means the sea area bounded by lines joining the following co-ordinates [illegible] Datum:
(1) 60°50'00"N;1°24'00"E (2) 60°50'00"N;1°36'00"E
(3) 60°40'00"N;1°36'00"E (4) 60°40'00"N;1°24'00"E;

"Business Day" means a day on which banks are open for business in London;

"chargeable period" means the first chargeable period and each subsequent half-year;

"the Company" means LSMO in relation to the OPS of LSMO, and SCOT in relation to the O[illegible]

"the critical half-year" means the first half-year at the end of which the total amount of petroleum [illegible] saved and attributable to the Interest exceeds (in the case of the OPS of LSM[illegible] Barrels or (in the case of the OPS of SCOT) 35,000 Barrels;

"Extraordinary Resolution" means an Extraordinary Resolution (as defined in the Trust Deed) of the Stock[illegible]

"the Field" means the Field in the United Kingdom sector of the North Sea known as the [illegible] containing a reservoir, in Middle Jurassic sandstone, of petroleum underlying [illegible] 3/8 and part of the adjacent Block 3/3 and including any reservoir connecting [illegible] such Field may most recently have been delineated in or determined pursuant [illegible] visions of any of the Field Agreements;

"the Field Agreements" means the Cost Sharing Agreement relating to the Field dated 25th April, 1975 [illegible] and any unit agreement, unit operating agreement or other agreement for the [illegible]

"Field Stock" [illegible]

"the final chargeable period" [illegible]

"the first chargeable period" [illegible]

"Further OPS" [illegible]

"group of companies" [illegible]

"half-year" [illegible]

"Interest" [illegible]

"the Interest Variable" [illegible]

"the Licence" [illegible]

"Market Value" [illegible]

"Measured" [illegible]

"Operating Costs" [illegible]

"Operator" [illegible]

"OPS" [illegible]

"Payment Date" [illegible]

"petroleum" [illegible]

"petroleum won and saved" [illegible]

"Project Agreements" [illegible]

"Qualifying Company" [illegible]

"the Redemption Date" [illegible]

"Redetermination" [illegible]

"Reporting Accountants" [illegible]

"Reporting Date" [illegible]

"a Statement" [illegible]

"a Stockholder" [illegible]

"subsidiary" [illegible]

"Unit" [illegible]

"a Unitholder" [illegible]

"Value of Petroleum" [illegible]

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# endices: continued

**LEMENT**

) For every Unit of which he is the holder, a Unitholder will be entitled, subject to the these Particulars, to receive from the Company on each Payment Date such a cash amount eding as (when added to any amount of Advance Corporation Tax and any other tax for ompany is liable to account in connection with, or which is otherwise available as a tax ect of, the payment in question, and any tax which the Company is required to deduct in ayment in question) will cause the aggregate of such cash amounts due in respect of all the issue (when added to the aggregate of the amounts of Advance Corporation Tax and other o account as aforesaid) to equal 8.75 per cent. of the Value of Petroleum relating to the preceding chargeable period.

i) The aggregate of the cash amount due and the amount of Advance Corporation Tax and en into account as aforesaid in respect of a chargeable period shall be the same for each

each Payment Date, the Company shall effect payment of the sums due pursuant to sub-) above based upon the Statement relating to the immediately preceding chargeable period.

e Company shall cease to be under any obligation to pay any sums pursuant to sub-) above in respect of any chargeable period commencing after the earliest of:

i) the date when the total quantity of petroleum won and saved attributable to the Interest reaches 92,000,000 Barrels (in the case of the OPS of LSMO) or 28,000,000 Barrels (in the case of the OPS of SCOT);

i) the date when commercial production from the Field is finally abandoned pursuant to the Field Agreements or by mutual consent of all the participants in the Field; and

) 31st December, 2010.

ch half-yearly payment made to a Unitholder pursuant to sub-paragraph (A) above shall be ect of his aggregate holding of Units and shall be rounded up to the next integral multiple of unit of currency in which it is possible to draw a cheque in respect of the payment in accord-nking practice at the time of the payment.

y tax taken into account for the purposes of sub-paragraph (A) above in respect of a Unit-e computed at the rate or rates in force on the relevant Payment Date in respect of payments id sub-paragraph (A) to the relevant Unitholder, but assuming that such Unitholder is a d as resident in the United Kingdom for tax purposes. The Company will, however, be absolute discretion to compute the amount of any cash payment due to a Unitholder and f any such tax as aforesaid on the basis that the said Unitholder is a person treated as resi-urposes in a particular country other than the United Kingdom if the Company has received ich it, in its absolute discretion, shall consider satisfactory of such treatment.

**E OF PETROLEUM**

e Value of Petroleum relating to a chargeable period is the Market Value of the quantity of on and saved during the period attributable to the Interest, less the aggregate of (i) the y payments due during the period in respect of Operating Costs attributable to the Interest; overnment royalty (as defined in sub-paragraph (B) below).

r the purposes of sub-paragraph (A) above, the Government royalty means the aggregate of:

e aggregate amounts of royalty payable to the Government in cash by each of the Qualifying mpanies pursuant to the Licence in respect of the relevant chargeable period; and

e aggregate Market Value of all petroleum won and saved due to be delivered to the Govern-ent by each of the Qualifying Companies pursuant to the Licence in respect of the relevant argeable period, less any payment or rebate made or due to be made by the Government in spect of transportation or treatment of any petroleum so due to be delivered

the proportion which the number of Barrels of petroleum won and saved during the period o the Interest bears to the aggregate of the number of Barrels of petroleum won and saved riod on which the payments and deliveries referred to in (i) and (ii) above are based.

**ET VALUE OF PETROLEUM**

r the purposes of these Particulars, the Market Value of any petroleum shall be ascertained e with this paragraph; and in this paragraph the time as at which a Market Value is to be s referred to as "the relevant time".

and to the extent that a market value at the relevant time shall be ascertained in accordance visions of paragraph 2 of Schedule 3 to the Oil Taxation Act 1975 (or any statutory modifi-actment, replacement or extension thereof or any regulation made thereunder) for petroleum ed from the Field and attributable to the Interest in the Field of the Reference Qualifying s defined in sub-paragraph (E) below), such market value (expressed as a price per Barrel) d in computing the Market Value at the relevant time for petroleum of a similar kind and ded that

there shall be more than one such market value for petroleum of a particular kind and quality, e average thereof (weighted by reference to the quantities of petroleum by reference to hich the relevant market values were ascertained as aforesaid) shall be taken; and

the Company or the Trustee shall, before or within 15 days after the Reporting Date relating the chargeable period within which the relevant time occurs, give written notice to the other them that the method of determining the Market Value of oil, natural gas liquids or gas then fective (whether such method is by reference to the Oil Taxation Act 1975 (or any statutory odification, re-enactment, replacement or extension thereof or any regulation made there-nder) as described in the preamble to this sub-paragraph (B) or some other method pre-ously determined pursuant to this proviso) is not, in its absolute discretion, acceptable for the rposes of paragraph 3 above, the Market Value of any oil, natural gas liquids or gas (as the se may be) (including any Market Value to be determined at any relevant time falling within e chargeable period to which such Reporting Date relates) shall thenceforth (until this oviso is next invoked) be determined by a method to be determined as described in para-aph 5(g) below as being a method suitable for determining prices at which petroleum of uivalent kind and quality would be sold to a willing third party buyer (or, if sale is required to e made to one buyer or a limited class of buyers, then to that one or a member of that class) a sale at arm's length at the price for current loadings at the relevant time and on terms that e petroleum is in the state in which petroleum is Measured at the relevant time and (in the se of oil or natural gas liquids) would have been delivered at the place where it is Measured o.b. for shipment in full cargo lots or (in the case of gas) would have been delivered at the lace where it is Measured, the purchaser being responsible for all conveying and other costs rising in respect of the gas after it has passed through such place.

he Market Value of any petroleum falling within paragraph 3(A) or 3(B) (ii) above shall be ascertaining, for each calendar month, the Market Value at the material time of so much, if etroleum as was won and saved or due to be delivered (as may be appropriate) in that month.

sub-paragraph (C) above and elsewhere in these Particulars, "calendar month" means a calendar year, and "the material time", in relation to a calendar month, means noon on, in the nth containing an odd number of days, the middle day of the month and, in the case of a ining an even number of days, the last day of the first half of the month.

r the purpose of this paragraph 4, (i) if for the time being any Qualifying Company has an e Field greater than the interest of any other Qualifying Company it shall be the Reference ompany, and (ii) if for the time being two or more Qualifying Companies have equal interests ach of which is greater than that of any other Qualifying Company, the Reference Qualifying all be the Company (if it is one of those two or more Qualifying Companies) or (if it is not) one of them as the Company shall nominate for this purpose.

**RTING, ADJUSTMENTS AND MEASUREMENT**

st Deed will contain detailed provisions to the following effect:

e Company shall, on or before each Reporting Date, deliver a statement to the Trustee setting t the Value of Petroleum relating to the immediately preceding chargeable period, and con-ning information specified in the Trust Deed relevant for the purposes of calculating the ount thereof, and amendments shall be made thereto in the light of subsequent information ailable up to a date two weeks prior to the relevant Payment Date;

e Reporting Accountants shall examine each Statement and shall report to the Trustee and e Company whether, in their opinion, the figures and calculations recorded therein are arrived in accordance with the terms of the Trust Deed (but such Reporting Accountants shall not be quired to check the physical measurement of any petroleum, and shall be entitled to rely upon y certificate or statement issued by any Operator);

any figure necessary for the calculation of any half-yearly payment due under paragraph 2(A) ove is not agreed by the Reporting Accountants in their report relating thereto, or has not en determined pursuant to the Trust Deed by a date two weeks prior to the relevant Payment ate, the payment in question shall be based upon a provisional figure, to be determined as ecified in the Trust Deed;

y adjustment to a calculation or figure on which any such half-yearly payment is based whether caused by the later determination of any figure referred to in (c) above, or any error und in the measurement of petroleum, or otherwise) shall be reflected, in the manner speci-d in the Trust Deed, in the next half-yearly payment after such adjustment is made, and shall t be treated as an adjustment of any previous half-yearly payment;

e Company shall, at its expense, cause all petroleum won and saved to be measured (at a ace to be agreed between the Company and the Trustee, expected to be Sullom Voe) using e measuring appliances for the time being in use in respect of production from the Field and all ensure the accuracy of such measurement so far as it is able to do so under the Project reements;

e Trustee may require the Company to use its reasonable endeavours to have any such easuring appliance tested, and may require subsequent half-yearly payments to be adjusted any such appliance is found to be inaccurate, but subject thereto, the measurements referred in (e) above shall form the basis of calculations hereunder;

any figure or other matter relevant for the calculation of any payment due on the OPS fails to determined under the Trust Deed, the Company and the Trustee shall endeavour to reach reement thereon, but, failing such agreement within 30 days, the matter shall be determined an independent expert as specified in the Trust Deed (one half of the costs of such deter-nation being deducted when calculating the next half-yearly payment).

**HER ISSUES**

long as any of the OPS remains outstanding, the Company shall procure that no further issued, without the sanction of an Extraordinary Resolution, unless

ch Field Stock carries a right to receive half-yearly payments which are calculated only by erence to periods which are also chargeable periods and which are payable only on dates hich are also Payment Dates; and

the case of an issue of further Field Stock to be effected on or prior to the first Payment Date

) immediately following the issue of such Field Stock, the total percentage of the Value of Petroleum to be taken into account in determining the aggregate half-yearly payments on all the Field Stock then in issue would not exceed 11 per cent., multiplied by the Interest Variable then applicable; and

) the half-yearly payments on such Field Stock are calculated in a manner identical with those on the OPS (except that there may be a different entitlement in respect of the first half-yearly payment on such Field Stock and that the further Field Stock may be entitled to payments computed by reference to a different percentage of the Value of Petroleum from that stated in paragraph 2(A) above); or

the case of an issue of further Field Stock to be effected after the first Payment Date, such ue would not cause

the aggregate sum which the Qualifying Companies would have been due to pay in respect of all the Field Stock on the last Payment Date to occur prior to the date of issue of such further Field Stock

exceed

11 per cent. of the Value of Petroleum for the last chargeable period ended prior to that Payment Date, multiplied by the Interest Variable applicable immediately following the date of such issue.

e aggregate sum referred to in paragraph (A) (iii) (a) above shall be calculated (in accord-respective terms of the relevant issues of Field Stock) as if all, but only, such securities as sue immediately after the issue of the further Field Stock in question had been in issue on the therein referred to, and the Value of Petroleum referred to in paragraph (A) (iii) (b) above lated in accordance with these Particulars (but subject, in the case of each such calculation, tions as may be agreed between the Company and the Trustee for the purpose of this

y further Field Stock issued by the Company may, if the Trustee consents thereto, be con-Deed or Deeds supplemental to the Trust Deed. If such Field Stock shall be issued upon or is to be identical (or identical save for the making of the first half-yearly payment thereon) , the Company shall be entitled so to constitute the said Field Stock and to consolidate the OPS so as to form a single issue therewith.

## 7. RESTRICTIONS ON TRANSFERS OF INTERESTS IN THE FIELD

(A) So long as any of the OPS remains outstanding, no Qualifying Company shall, without the sanction of an Extraordinary Resolution, sell, transfer or otherwise dispose of any part or parts of its interest for the time being in the Field (nor shall any Qualifying Company cease to be a Qualifying Company) if, following such disposal or cessation, no Qualifying Company could issue any Field Stock without the sanction of an Extraordinary Resolution without causing a breach of paragraph 6(A) above, provided that the foregoing prohibition shall not apply to Unilateral Abandonment or Involuntary Relinquishment (as defined in paragraph 11 (A) below).

(B) If so requested by the Company, the Trustee will (provided that a breach of sub-paragraph (A) above would not be caused thereby) at the expense of the Company release a Qualifying Company from the guarantee it has given of the OPS and any Further OPS, whereupon such company shall cease to be a Qualifying Company.

## 8. NEGATIVE PLEDGE

(A) So long as any of the OPS remains outstanding, no Qualifying Company shall create or permit to arise or subsist any mortgage or charge upon the whole or any part of its interest in the Field or the Licence or any Associated Facility, or any production from the Field or the proceeds of sale or other disposal of any such production, unless the same shall be approved by an Extraordinary Resolution or unless the same security, or such other security as the Trustee in its absolute discretion shall on each occasion deem reasonably equivalent thereto or as shall be approved by an Extraordinary Resolution, shall previously have been or shall forthwith be extended equally and rateably to the OPS and any Further OPS, provided that the foregoing restriction shall not apply to any mortgage or charge:

(i) which is created or arises after the fifteenth Payment Date; or

(ii) insofar as the same is in favour of any Operator, or participant in the Field or any Associated Facility, as security for any sums which may become due to such Operator in its capacity as such or to such participant by virtue of the Project Agreements.

(B) If

(i) a mortgage or charge of a Qualifying Company which caused security to be extended to the OPS and any Further OPS pursuant to sub-paragraph (A) above is released; or

(ii) a Qualifying Company whose mortgage or charge caused security to be extended as aforesaid ceases to be a Qualifying Company,

then, unless a breach of sub-paragraph (A) of this paragraph would be caused thereby, the Trustee shall (at the request and expense of the Company) release the relevant security which was extended as aforesaid.

(C) The Trustee shall (at the request and expense of the Company) release after the fifteenth Payment Date any security extended to the OPS and any Further OPS pursuant to sub-paragraph (A) above.

## 9. OTHER COVENANTS

(A) The Company will covenant, so long as any of the OPS remains outstanding:

(i) to take all reasonable steps to maintain the listing of the OPS on The Stock Exchange; and

(ii) to comply with all its obligations under the Licence and the Project Agreements and to use its reasonable endeavours to do such further things and carry out such further actions as may be required to maintain the Licence in full force and effect.

(B) Each Qualifying Company will become bound to observe certain of the obligations of the Company under the Trust Deed. However, no act or omission of a Qualifying Company (other than the Company) will be deemed an event of default which may give rise to accelerated repayment of the OPS under paragraph 11 (B) below if, immediately prior to such act or omission, the Company could have required the Trustee to release such Qualifying Company from its guarantee pursuant to paragraph 7 (B) above, but such company shall thereafter cease to be a Qualifying Company.

## 10. REPAYMENT AND PURCHASE

(A) The outstanding nominal amount of the OPS will be repaid at par on the Redemption Date.

(B) The Company and its subsidiaries for the time being may purchase OPS through the market or by tender (available to all Unitholders alike) at any price or by private treaty at a price per Unit (exclusive of expenses) not exceeding 110 per cent. of the middle market quotation of a Unit as shown by The Stock Exchange Daily Official List for the last business day preceding the date of purchase, but not otherwise.

(C) All OPS purchased by the Company or any of its subsidiaries will be cancelled forthwith and the Company and its subsidiaries shall not be entitled to keep the same alive for the purpose of re-issue. Upon any such cancellation of any OPS, the percentage of the Value of Petroleum referred to in paragraph 2 (A) above shall thereafter be reduced by the proportion which the number of Units cancelled bears to the number of Units in issue immediately prior to the cancellation.

## 11. ACCELERATED REPAYMENT

(A) For the purposes of this paragraph:

| | |
|---|---|
| "Unilateral Abandonment" | means voluntary relinquishment by each of the Qualifying Companies of the whole of its interest in the Field otherwise than as part of a final abandonment as referred to in paragraph 2(C) (ii) above; |
| "Involuntary Relinquishment" | means the involuntary transfer, disposal, or reduction in the beneficial enjoyment, of any interest in the Field by any Qualifying Company due to any legislation or the action of any government or governmental body or agency, but excluding any such transfer, disposal or reduction which would not cause an alteration in the Interest Variable (Involuntary Relinquishment being described as partial if thereafter a Qualifying Company still retains an interest in the Field); |
| "Relinquished Percentage" | means such percentage of the aggregate of the interests of each Qualifying Company in the Field immediately preceding any partial Involuntary Relinquishment as has been involuntarily relinquished by any of the Qualifying Companies in the course thereof; and |
| "the Aggregate Market Valuation" | means the aggregate valuation of the OPS (based on the average of the middle market quotations as shown in The Stock Exchange Daily Official List of a Unit on the ninety business days preceding, in the case of sub-paragraph (B) below, the occurrence of the event of default or Unilateral Abandonment or, in the case of sub-paragraph (C) below, the first public announcement of the Involuntary Relinquishment) outstanding on the last of such ninety business days. |

(B) If Unilateral Abandonment shall occur or if the Trustee or the Unitholders by Extraordinary Resolution shall require accelerated repayment of the OPS following any of the events of default described in the Trust Deed, the Unitholders will become entitled, *pro rata* to the number of Units held by them, to an aggregate payment equal to the higher of the Aggregate Market Valuation and the outstanding nominal amount of the OPS.

(C) In the event of any Involuntary Relinquishment, the Unitholders will become entitled, *pro rata* to the number of Units held by them, to an aggregate payment equal to the lower of:

(i) the higher of the Aggregate Market Valuation and the outstanding nominal amount of the OPS (multiplied, in the case of a partial Involuntary Relinquishment, by the Relinquished Percentage); and

(ii) one-fifth of the aggregate amount or value of any compensation (net of any relevant tax) paid to the Qualifying Companies in respect of such Involuntary Relinquishment, multiplied by the percentage of the original nominal amount of the OPS which then remained outstanding and divided by the Interest Variable applicable immediately preceding the Involuntary Relinquishment.

(D) The Trust Deed will contain provisions governing the position if any compensation awarded in respect of any Involuntary Relinquishment is in a form other than cash, which will include provisions that the Trustee may agree with the Company that, instead of paying cash to the Unitholders, the Company may distribute to the Unitholders an appropriate amount (to be agreed with the Trustee) of the compensation.

(E) (i) If the Unitholders shall become entitled to any payment pursuant to sub-paragraphs (B) or (C) above, or any distribution pursuant to sub-paragraph (D) above having a value, in excess of the outstanding nominal amount of the OPS (or, in the case of partial Involuntary Relinquishment, the Relinquished Percentage of such outstanding nominal amount) and, in either event, the payment or distribution becomes due at a time when any amount of the 14 per cent. Unsecured Loan Stock 1981/83 being issued by the Company contemporaneously with the OPS (hereinafter called "the Loan Stock") is outstanding, the amount of such excess (hereinafter called "the Premium Element") shall only become due upon the earliest of any date when the Company commences winding-up, the date when the Loan Stock ceases to be outstanding and the first Payment Date to occur next after 31st December, 1983.

(ii) The Trust Deed will contain provisions whereby, in the event of the winding-up of the Company, the claims of the Unitholders in respect of the Premium Element will be postponed to the claims of the holders of the Loan Stock.

(iii) Provisions will be included in the Trust Deed whereby (in the event only of LSMO and SCOT becoming members of the same group of companies, and SCOT giving to the Trustee, in a form acceptable to it, an unconditional guarantee of all payments in respect of the OPS and all Further OPS of LSMO) if LSMO so requires the terms of the Trust Deed shall be modified, so that thereafter the provisions of paragraphs (i) and (ii) above shall have effect, in relation to the OPS of LSMO, as though "the Loan Stock" included the £17,500,000 14 per cent. Unsecured Loan Stock 1981/83 of SCOT now being issued, or any Unsecured Loan Stock (not having a greater nominal amount or a later final maturity date) issued in substitution or exchange therefor by LSMO or any other company in the same group of companies as LSMO. Similar provisions (*mutatis mutandis*) will be included in relation to the OPS of SCOT.

(F) The entitlement of each Unitholder to participate in any Premium Element shall be satisfied by the Company paying such a cash amount in pounds sterling, or distributing assets of such a value, as (when added to any amount of Advance Corporation Tax and any other tax for which the Company is liable to account in connection with, or which is otherwise available as a tax credit in respect of, the payment or distribution in question, and any tax which the Company is required to deduct in making the payment or distribution in question) will cause the aggregate of such cash amounts or value of such distributions due to all the Unitholders (when added to the aggregate of the amounts of Advance Corporation Tax and other tax taken into account as aforesaid) to equal the relevant Premium Element, and the provisions of paragraph 2(E) above shall, *mutatis mutandis*, also apply. The aggregate of the cash amount due, or the value of the distribution due, and the amount of Advance Corporation Tax and other tax taken into account as aforesaid shall be the same for each Unit.

(G) Upon the occurrence of any of the events specified in sub-paragraph (B) above or Involuntary Relinquishment of all of the interests of the Qualifying Companies in the Field, all obligations in respect of the OPS (other than those referred to in sub-paragraphs (B) and (C) above and any obligations in respect of the half-yearly payment due pursuant to paragraph 2(A) above in respect of the chargeable period expiring prior to the relevant occurrence) shall forthwith cease, but without prejudice to any payment obligations then outstanding and unpaid.

(H) Upon the occurrence of any partial Involuntary Relinquishment, the Relinquished Percentage of the outstanding nominal amount of each Unit shall be cancelled following the making of the payment referred to in sub-paragraph (C) above (ignoring for this purpose any postponement of the payment of the Premium Element under sub-paragraph (E) above) and the provisions of these Particulars shall continue in full force and effect, but as if all the references to "Interest" (other than the definition thereof contained in paragraph 1 above and the reference thereto in paragraph 2(C) (i) ) had been substituted by references to "Reduced Interest" with effect from the first day of the chargeable period during which such event occurred, where "Reduced Interest" means the Interest (as from time to time reduced pursuant to this sub-paragraph (H) ) reduced by the Relinquished Percentage.

(I) *If Further OPS is issued and is consolidated with the OPS so as to form a single issue therewith,* the Supplemental Trust Deed constituting such Further OPS will contain provisions entitling the holder of each unit of such Further OPS to payments equivalent to those payable under this paragraph 11 to the holder of each Unit.

## 12. MEETINGS OF STOCKHOLDERS

(A) On a poll every Stockholder who is present in person or by proxy shall have one vote for each integral multiple of 10p nominal amount of OPS or Further OPS held by him. At any meeting of Stockholders the quorum shall be at least two persons holding or representing by proxy not less than one-third in nominal amount of the OPS and Further OPS for the time being outstanding so long as the number of units of the OPS and Further OPS outstanding exceeds 5,000,000, and otherwise a clear majority in nominal amount of the OPS and Further OPS for the time being outstanding. If at a meeting such a quorum is not present and the meeting is adjourned the quorum for the adjourned meeting will be two Stockholders present in person or by proxy whatever the nominal amount of OPS or Further OPS held by them.

(B) The Trust Deed will make provision for separate meetings of the holders of the OPS and any one or more classes of Further OPS should the subject matter of any proposed resolution be considered by the Trustee to give rise to a conflict of interest as between the holders of the OPS and/or the holders of any one or more classes of Further OPS.

## 13. MODIFICATION

The provisions of the Trust Deed and the rights of the Stockholders will be subject to modification by an Extraordinary Resolution (subject, in the case of the matters described in paragraph 11 (E) above, to the consent of the trustee of the relevant issue or issues of Unsecured Loan Stock therein referred to). In addition, the Trustee may, without any consent of the Stockholders, concur with the Company in making any amendment to the Trust Deed which in the opinion of the Trustee is of a formal, minor or technical nature, is made to correct a manifest error, is not materially prejudicial to the interests of the Stockholders or which appears to the Trustee necessary or desirable to allow for or to take account of any alteration or adjustment to or development in any technical or practical matter relating directly or *indirectly to the development, operation or management of the Field or any Associated Facility.*

## 14. INDEMNIFICATION AND CONSENT OF TRUSTEE

The Trust Deed will contain provisions for the indemnification of the Trustee and its relief from responsibility. Any consent given by the Trustee may be on such terms and conditions, if any, as the Trustee may think fit.

## 15. TRANSFERS

The OPS will be registered and transferable in Units.

## 16. ANNUAL REPORT AND ACCOUNTS

The Company shall send to each Stockholder a copy of each annual report and accounts and all other communications sent to its Shareholders at the same time as they are so sent.

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# APPENDIX VII

## PARTICULARS OF THE LOAN STOCKS

This Appendix contains Particulars of the £57,500,000 14 per cent. Unsecured Loan Stock 1981/83 of LSMO ("the LSMO Loan Stock") and of the £17,500,000 14 per cent. Unsecured Loan Stock 1981/83 of SCOT ("the SCOT Loan Stock"). The LSMO Loan Stock was created by a resolution of the Board of Directors of LSMO passed on 29th January, 1976, and the SCOT Loan Stock was created by a resolution of the Board of Directors of SCOT passed on the same day.

The Loan Stocks to be issued by the two companies will constitute separate issues, each company being solely responsible for the payments and other obligations in respect of the Loan Stock created by it (subject in each case to possible guarantees from associated companies as referred to in the Particulars). Nevertheless, since the terms and conditions of the two issues of Loan Stock will be identical in almost every respect, and in view of the intention to merge LSMO and SCOT, the two issues of Loan Stock will be constituted by a single Trust Deed ("the Trust Deed") in favour of General Accident Fire and Life Assurance Corporation Limited ("the Trustee") as Trustee. The provisions of the Trust Deed will bind LSMO only in relation to the LSMO Loan Stock, and SCOT only in relation to the SCOT Loan Stock (except insofar as either company may subsequently become a guarantor in relation to the Loan Stock issued by the other).

The Trust Deed will contain, *inter alia*, provisions to the effect set out in the following paragraphs.

Save where specifically stated, all the provisions referred to below apply separately to the LSMO Loan Stock and to the SCOT Loan Stock. In the Particulars, therefore, in relation to the LSMO Loan Stock "the Company" means LSMO and "the Loan Stock" means the LSMO Loan Stock, and in relation to the SCOT Loan Stock "the Company" means SCOT and "the Loan Stock" means the SCOT Loan Stock; other defined words and phrases may bear correspondingly different meanings in relation to each issue of Loan Stock.

## 1. DEFINITIONS

In these Particulars, except where the context otherwise requires, the following expressions shall have the following meanings:—

| | |
|---|---|
| "Associated Facility" | means any production platform, pipeline, terminal or other facility (not being a part of the Field) for the time being owned or used by the participants in the Field; |
| "Block 3/8" | means the sea area bounded by lines joining the following co-ordinates on European Datum: (1) 60° 50'00"N:1° 24'00"E (2) 60° 50'00"N:1° 36'00"E (3) 60° 40'00"N:1° 36'00"E (4) 60° 40'00"N:1° 24'00"E; |
| "borrowings" | shall be deemed to include the following (together where applicable with any fixed or minimum premium payable on final repayment) except insofar as otherwise taken into account:— (a) the nominal amount of any issued share capital and the principal amount of any debentures or borrowed moneys, the beneficial interest wherein is not for the time being owned by a member of the Group, of any body whether corporate or unincorporated the payment or repayment whereof is the subject of a guarantee or indemnity by, or is secured by a mortgage or charge on any of the assets of, a member of the Group; (b) the outstanding amount raised by acceptances by any bank or accepting house under any acceptance credit opened on behalf of and in favour of any member of the Group; (c) the principal amount of any debenture (whether secured or unsecured) of a member of the Group owned otherwise than by a member of the Group; and (d) the principal amount of any share capital (not being equity share capital) of any subsidiary of the Company owned otherwise than by a member of the Group; but shall be deemed not to include (i) borrowings for the purposes of repaying the whole or any part of borrowings by a member of the Group for the time being outstanding and so to be applied within six months of being so borrowed, pending their application for such purpose within such period; (ii) borrowings for the purpose of financing any contract in respect of which any part of the price receivable by a member of the Group is guaranteed or insured by the Export Credits Guarantee Department of the Department of Trade or by any other Governmental department fulfilling a similar function, to an amount not exceeding that part of the price receivable thereunder which is so guaranteed or insured; and (iii) amounts borrowed or raised which are for the time being deposited with H.M. Customs and Excise or any other body designated by any relevant legislation or order in connection with import deposits or any similar governmental scheme to the extent that a member of the Group retains its interest therein; and in this connection:— (1) an amount equal to the borrowings of any company becoming a subsidiary of the Company immediately after it becomes such a subsidiary shall at the time it becomes such a subsidiary and for a period of twelve months thereafter, and an amount equal to the borrowings remaining secured on any asset acquired by the Company or any of its subsidiaries immediately after such acquisition shall at the time of such acquisition and for a period of twelve months thereafter, be deducted in calculating the aggregate amount from time to time outstanding of all borrowings by the Group; (2) when the aggregate amount of borrowings required to be taken into account for the purposes of this definition on any particular day is being ascertained, any of such moneys denominated or repayable in a currency other than sterling shall be converted for the purpose of calculating the sterling equivalent at the rate of exchange prevailing on that day in London provided that any of such moneys shall be converted at the rate prevailing in London six months before such day if thereby such aggregate amount would be less; |
| "the Company" | means LSMO in relation to the LSMO Loan Stock, and SCOT in relation to the SCOT Loan Stock; |
| "Extraordinary Resolution" | means an Extraordinary Resolution (as defined in the Trust Deed) of the Stockholders; |
| "the Field" | means the Field in the United Kingdom sector of the North Sea known as the Ninian Field containing a reservoir, in Middle Jurassic sandstone, of petroleum (as defined in Part II of Schedule 2 of the Petroleum and Submarine Pipe-lines Act 1975) underlying part of Block 3/8 and part of the adjacent Block 3/3 and including any reservoir connecting therewith, as such Field may most recently have been delineated in or determined pursuant to the provisions of any of the Field Agreements; |
| "the Field Agreements" | means the Cost Sharing Agreement relating to the Field dated 25th April, 1975 (as amended) and any unit agreement, unit operating agreement or other agreement for the time being in force and which amends, supplements, replaces or supersedes such Cost Sharing Agreement or which otherwise governs the development or exploitation of the Field or the respective rights of the participants therein; |
| "the Group" | means the Company and all its subsidiaries for the time being; |
| "group of companies" | means a company and all companies which are its 75 per cent. subsidiaries (as defined in Section 532 of the Income and Corporation Taxes Act 1970, as the same was in force on 30th January, 1976) for the time being; |
| "holding company", "subsidiary" and "equity share capital" | shall have the respective meanings ascribed thereto by Section 154 of the Companies Act, 1948; |
| "Interest" | means the Interest (expressed as a percentage) in the Field of the holder of an interest in Block 3/8 equivalent (in the case of the LSMO Loan Stock) to a 23 per cent. interest in Block 3/8 or (in the case of the SCOT Loan Stock) to a 7 per cent. interest in Block 3/8 (as such interest in the Field may be varied from time to time following any redetermination (whether interim or final) under or pursuant to the Field Agreements of the sizes of the respective interests of the various participants in the Field); |
| "the Licence" | means Petroleum Production Licence number P.188 (as amended by the Petroleum and Submarine Pipe-lines Act 1975) dated 16th August, 1972, granted in respect of Block 3/8 under the provisions of the Petroleum (Production) Act, 1934 and the Continental Shelf Act 1964 and having a commencement date of 15th March, 1972, and any licence or licences relating (in whole or in part) to the whole of the Field or any part thereof as is comprised in Block 3/8 issued in substitution therefor (whether in whole or in part), and any extensions, amendments, variations or renewals of any such licence; |
| "the Loan Stock" | means the LSMO Loan Stock or the SCOT Loan Stock (as the case may be) or so much of the relevant issue of Loan Stock as for the time being remains outstanding; |
| "Operator" | means any person or persons appointed for the time being as an operator pursuant to any of the Project Agreements, or any person for the time being fulfilling any of the functions of a person so appointed; |
| "Project Agreements" | means the Field Agreements and any other agreement or agreements relating to any Associated Facility; |
| "Qualifying Company" | means the Company, and any other company incorporated in the United Kingdom which for the time being is a member of the same group of companies as the Company and which has given to the Trustee (in a form acceptable to it) an unconditional guarantee of all payments in respect of the Loan Stock. |

## 2. INTEREST

Interest on the Loan Stock will be payable in two equal instalments on 28th February and 31st August in every year at the rate of 14 per cent. per annum, except that the first payment, amounting to £4.8712 (less tax) per £100 nominal of the Loan Stock, will be made on 31st August, 1976 in respect of the period to that date.

## 3. REPAYMENT AND PURCHASE

(A) The Company will be entitled, upon giving not less than three months' notice in writing, to repay the whole or any part (to be selected by drawings or, at the option of the Company, *pro rata* to holdings) of the Loan Stock at par with accrued interest on or at any time after 1st January, 1981.

(B) Unless previously repaid or purchased, the Loan Stock will be repaid on 31st December, 1983 at par with accrued interest.

(C) The Company and its subsidiaries for the time being may purchase Loan Stock through the market or by tender (available to all Stockholders alike) at any price or by private treaty at a price (inclusive of accrued interest but exclusive of expenses) not exceeding 110 per cent. of the middle market quotation of the Stock as shown by The Stock Exchange Daily Official List for the last business day preceding the date of purchase (or if on such day there shall be no such quotation, at a price not exceeding £110 per cent. inclusive of accrued interest but exclusive of expenses), but not otherwise.

(D) All Loan Stock purchased by the Company or any of its subsidiaries will be cancelled forthwith and the Company and its subsidiaries shall not be entitled to keep the same alive for the purpose of re-issue.

## 4. ACCELERATED REPAYMENT

(A) For the purposes of this paragraph:

| | |
|---|---|
| "Unilateral Abandonment" | means voluntary relinquishment by each of the Qualifying Companies of the whole of its interest in the Field otherwise than upon final abandonment of commercial production from the Field pursuant to the Field Agreements or by mutual consent of all the participants in the Field; |
| "Involuntary Relinquishment" | means the involuntary transfer, disposal, or reduction in the beneficial enjoyment, of any interest in the Field by any Qualifying Company due to any legislation or the action of any government or governmental body or agency, but excluding any such transfer, disposal or reduction which would not cause an alteration in the Aggregate Interest (as defined in paragraph 7(B) below) (Involuntary Relinquishment being described as partial if thereafter a Qualifying Company still retains an interest in the Field); and |
| "Relinquished Percentage" | means such percentage of the aggregate of the interests of each Qualifying Company in the Field immediately preceding any partial Involuntary Relinquishment as has been involuntarily relinquished by any of the Qualifying Companies in the course thereof. |

(B) If Unilateral Abandonment shall occur, the Loan Stock will become repayable at par with accrued interest.

(C) In the event of any Involuntary Relinquishment, the Company will repay to each Stockholder the nominal amount of Loan Stock held by him (multiplied, in the case of a partial Involuntary Relinquishment, by the Relinquished Percentage) with accrued interest on the amount of Loan Stock being repaid to the date of repayment.

(D) Following the making of any payment referred to in sub-paragraph (C) above due to any partial Involuntary Relinquishment, the provisions of these Particulars shall continue in full force and effect thereafter in relation to the amount of Loan Stock then outstanding (and, in particular, interest shall continue to be payable at the rate and on the dates specified in paragraph 2 above on any Loan Stock not then repaid).

## 5. LIMITATION ON BORROWINGS

The Company will procure that the aggregate amount from time to time outstanding of all borrowings by the Group (exclusive of borrowings owing by one member of the Group to another member of the Group) shall not at any time, without the previous sanction of an Extraordinary Resolution, exceed (in the case of LSMO) £150,000,000 or (in the case of SCOT) £50,000,000.

*continued overleaf*

# Appendices: continued

### 6. NEGATIVE PLEDGE

(A) So long as any of the Loan Stock remains outstanding, no Qualifying Company shall create or permit to arise or subsist any mortgage or charge upon the whole or any part of its undertaking or assets, present or future, unless the same shall be approved by an Extraordinary Resolution or unless the same security, or such other security as the Trustee in its absolute discretion shall on each occasion deem reasonably equivalent thereto or as shall be approved by an Extraordinary Resolution, shall previously have been or shall forthwith be extended equally and rateably to the Loan Stock; provided that the foregoing restriction shall not apply to any mortgage or charge insofar as the same applies to the whole or any part of the interest from time to time of any Qualifying Company in the Field and or the Licence and, or any Associated Facility and is in favour of any Operator, or participant in the Field or any Associated Facility, as security for any sums which may become due to such Operator in its capacity as such or to such participant by virtue of the Project Agreements, nor to any corresponding mortgage or charge arising in the course of any other petroleum development or exploration activity of any Qualifying Company where the Trustee is satisfied that such mortgage or charge is one that could be expected to be given, under general practice then current in respect of activities of that nature, in the normal course of the activity in question.

(B) If

(i) a mortgage or charge of a Qualifying Company which caused security to be extended to the Loan Stock pursuant to sub-paragraph (A) above is released; or

(ii) a Qualifying Company whose mortgage or charge caused security to be extended as aforesaid ceases to be a Qualifying Company,

then, unless a breach of sub-paragraph (A) above would be caused thereby, the Trustee shall (at the request and expense of the Company) release the relevant security which was extended as aforesaid.

(C) No Qualifying Company shall, without the consent of the Trustee, sell, transfer or otherwise dispose of the whole or part (such whole or part being substantial) of its undertaking or (except in the ordinary course of trading) of its assets to a Non-Qualifying Company or effect a substantial investment in a Non-Qualifying Company. For the purposes of this sub-paragraph:

(i) a company shall be regarded as a Non-Qualifying Company if it is not a Qualifying Company but is a subsidiary or a holding company of any Qualifying Company or a subsidiary of any such holding company;

(ii) any sale, transfer or other disposal of the whole or part of the undertaking or assets of a Qualifying Company to a Non-Qualifying Company and any investment by a Qualifying Company in a Non-Qualifying Company shall be regarded as substantial if, by itself or when aggregated with all other such sales, transfers, other disposals and investments by all the Qualifying Companies, it is substantial in relation to the Qualifying Companies taken as a whole;

(iii) the payment of a dividend and the repayment of a loan shall not be deemed to be a disposal of assets;

(iv) a Qualifying Company shall be regarded as effecting an investment when it lends to, subscribes or otherwise acquires share or loan capital of, or guarantees moneys borrowed (as defined in the Trust Deed) by, a Non-Qualifying Company; and

(v) the Trustee (if it is satisfied that its doing so is not materially prejudicial to the interests of the Stockholders) may determine that any transfer, sale, other disposal or investment shall be disregarded.

### 7. RESTRICTIONS ON TRANSFERS OF INTERESTS IN THE FIELD

(A) So long as any Loan Stock remains outstanding, no Qualifying Company shall, without the sanction of an Extraordinary Resolution, sell, transfer or otherwise dispose of any part or parts of its Interest for the time being in the Field (nor shall any Qualifying Company cease to be a Qualifying Company) if, following such disposal or cessation, the Aggregate Interest (as defined in sub-paragraph (B) below) would be less than 90 per cent. of the Interest, provided that the foregoing prohibition shall not apply to Unilateral Abandonment or Involuntary Relinquishment (as defined in paragraph 4(A) above).

(B) For the purposes of sub-paragraph (A) above, "the Aggregate Interest" means the aggregate of the interests of each Qualifying Company in the Field, and for this purpose;

(i) such interests shall be expressed as a percentage of the Field;

(ii) an interest in the Field shall be deemed to include any continuing right to production from the Field, or the proceeds of sale of such production or other financial benefits related to its value;

(iii) in determining the percentage of the Field represented by any interest, regard shall be had to the nature of the interest and the terms under which it is held; and

(iv) any such percentage shall be determined as described in the Trust Deed.

(C) If so requested by the Company, the Trustee will (provided that a breach of sub-paragraph (A) of this paragraph would not be caused thereby) at the expense of the Company release a Qualifying Company from the guarantee of the Loan Stock it has given, whereupon such company shall cease to be a Qualifying Company.

### 8. OTHER COVENANTS

(A) The Company will covenant, so long as any of the Loan Stock remains outstanding:

(i) to take all reasonable steps to maintain the listing of the Loan Stock on The Stock Exchange;

(ii) to comply with all its obligations under the Licence and the Project Agreements and to use its reasonable endeavours to do such further things and carry out such further actions as may be required to maintain the Licence in full force and effect; and

(iii) that, except with the written consent of the Trustee, there will not be any substantial change in the nature of the businesses carried on by the Group taken as a whole from that carried on by the Company at 30th January, 1976, provided that any extension of the businesses of the Group to cover matters allied or ancillary thereto shall not be treated as a substantial change.

(B) Each Qualifying Company will become bound to observe certain of the obligations of the Company under the Trust Deed. However, no act or omission of a Qualifying Company (other than the Company) will be deemed an event of default giving rise to accelerated repayment of the Loan Stock if, immediately prior to such act or omission, the Company could have required the Trustee to release such Qualifying Company from its guarantee pursuant to paragraph 7(C) above, but such company shall thereafter cease to be a Qualifying Company.

### 9. FURTHER UNSECURED LOAN STOCK

(A) The Company will reserve the power (subject to paragraph 5 above) to issue further unsecured loan stock on such terms and conditions as it shall think fit. Such loan stock may, if the Trustee consents thereto, be constituted by a Deed or Deeds supplemental to the Trust Deed.

(B) If such further loan stock shall be issued upon terms that it is or is to be identical with the Loan Stock, the Company shall be entitled so to constitute the further loan stock and to consolidate the same with the Loan Stock so as to form a single issue therewith.

### 10. MODIFICATION

(A) The provisions of the Trust Deed and the rights of the Stockholders will be subject to modification by Extraordinary Resolution. In addition, the Trustee may, without any consent of the Stockholders, concur with the Company in making any modification to the Trust Deed which, in the opinion of the Trustee, will not be materially prejudicial to the interests of the Stockholders.

(B) The Company may, from time to time, require the Trustee, without any consent of the Stockholders, to concur with the Company in modifying the Trust Deed by substituting a higher percentage figure in the definition of "Interest" set out in paragraph 1 above than the figure set out therein prior to the substitution, provided that such modification shall not be effected if, immediately thereafter, the Interest would exceed the Aggregate Interest (as defined in paragraph 7(B) above).

### 11. MEETINGS OF STOCKHOLDERS

On a poll every Stockholder who is present in person or by proxy shall have one vote for each integral multiple of £1 nominal amount of Loan Stock held by him. At any meeting of Stockholders the quorum shall be at least two persons holding or representing by proxy not less than one-third in nominal amount of the Loan Stock for the time being outstanding so long as the nominal amount of the Loan Stock outstanding exceeds £5,000,000, and otherwise a clear majority in nominal amount of the Loan Stock for the time being outstanding. If at a meeting such a quorum is not present and the meeting is adjourned the quorum for the adjourned meeting will be two Stockholders present in person or by proxy whatever the nominal amount of Loan Stock held by them.

### 12. INDEMNIFICATION AND CONSENT OF TRUSTEE

The Trust Deed will contain provisions for the indemnification of the Trustee and its relief from responsibility. Any consent given by the Trustee may be on such terms and conditions, if any, as the Trustee may think fit.

### 13. TRANSFERS

The Loan Stock will be registered and transferable in integral multiples of £1 (or such other amounts as the Trustee may direct following any partial repayment of the Loan Stock).

## APPENDIX VIII

## STATUTORY AND GENERAL INFORMATION

### 1. Share and Loan Capital and Subsidiaries

**(a) LSMO**

(i) *The Company*

LSMO was incorporated in England as a private company on 23rd April, 1971 pursuant to the Companies Acts 1948 to 1967. On incorporation, LSMO had an authorised share capital of £5,000 divided into 5,000 shares of £1 each, which was increased on 28th January, 1972 to £1,700,000 by the creation of further shares of £1 each. Prior to 21st November, 1974, the whole of the authorised share capital had been issued and was fully paid.

On 21st November, 1974, the authorised share capital was further increased to £7,500,000 by the creation of further shares of £1 each. In December 1974 and January 1975, a total of 3,400,000 shares of £1 each was issued to existing shareholders for cash at par on which 15p per share was paid on acceptance. These shares are now fully paid. Cazenove & Co. were paid a fee (exclusive of VAT) of ½ per cent. of the nominal amount of such shares in respect of their services in connection with such issue.

On 8th May, 1975, LSMO issued £8,300,000 Floating Rate Unsecured Loan Stock 1975 at par, on which £30 per cent. was then paid in cash and which is now fully paid. A fee of £10,000 (exclusive of VAT) was paid to Cazenove & Co. in connection with the placing of this Stock. The final repayment date of this Stock and of the Stock mentioned in paragraph (ii) below was originally 31st December, 1975 but, by an Extraordinary Resolution of Stockholders passed on 23rd December, 1975, the final repayment date was postponed to 31st March, 1976 and all the Stock was re-denominated Floating Rate Unsecured Loan Stock 1976. Notice has been given to Stockholders that LSMO intends to repay the Floating Rate Unsecured Loan Stock in February 1976.

On 30th January, 1976, LSMO was converted into a public company and adopted new Articles of Association.

(ii) *Acquisition of subsidiaries*

During 1975, LSMO acquired certain North Sea interests of Cawoods and NCC; these interests (together with a total holding of 100,000 shares of $1 par value of EMO) were held in wholly-owned subsidiaries and the acquisitions thereof took the form of LSMO acquiring the share capital of the relevant subsidiaries of Cawoods and NCC, being William Reay & Company, Limited ("Reay") and Natural Resources Limited ("Resources") respectively. At the time of the acquisitions, the only assets of the subsidiaries were the relevant interests and the above-mentioned shareholding and neither of them carried on any business other than North Sea oil development and production. The North Sea interests of Reay and Resources have now been transferred to LSMO, and LSMO's two subsidiaries are not trading.

In connection with the acquisitions:—

(1) on 31st July, 1975, LSMO issued to Cawoods for cash at par 304,202 shares, fully paid, and 608,403 shares, 30p paid and on the same day also issued to Cawoods or its nominee 81,688 shares, credited as fully paid, and 163,377 shares, credited as 30p paid. On that day, Cawoods also subscribed in cash at par for £725,760 Floating Rate Unsecured Loan Stock 1975, fully paid, and £1,158,340 Floating Rate Unsecured Loan Stock 1975, £19 per cent. paid;

(2) on 4th August, 1975, LSMO issued to NCC or its nominee 385,890 shares, credited as fully paid, and 771,780 shares, credited as 30p paid, and on the same day NCC subscribed in cash at par for £725,506 Floating Rate Unsecured Loan Stock 1975, fully paid;

(3) on 4th August, 1975, LSMO issued for cash at par £1,158,594 Floating Rate Unsecured Loan Stock 1975, £19 per cent. paid. Cazenove & Co. were paid a fee of £2,896 (exclusive of VAT) in connection with the placing of this Stock, and a commitment fee of 5 per cent. of the nominal amount of the Stock was also paid to the subscribers thereof.

The partly paid shares and the partly paid Loan Stock mentioned in paragraphs (1), (2) and (3) above are now fully paid.

(iii) *Subsidiaries of LSMO*

Reay is a private company which was incorporated in England on 13th November, 1918 pursuant to the Companies Acts 1908 to 1917. On 29th July, 1975, the authorised share capital of Reay was increased to £100,000 by the creation of 90,000 Ordinary Shares of £1 each. Reay issued 80,067 Ordinary Shares of £1 each for cash at par on 31st July, 1975, and the whole of the issued share capital of Reay, being 90,087 Ordinary Shares of £1 each, is beneficially owned by LSMO.

Resources is a private company which was incorporated in England on 29th January, 1975 pursuant to the Companies Acts 1948 to 1967. On 24th June, 1975, the authorised share capital of Resources was increased to £1,500,000 by the creation of 1,499,900 Ordinary Shares of £1 each. On 4th August, 1975, Resources issued 476,765 Ordinary Shares of £1 each for a total cash consideration of £486,848 and 90,038 Ordinary Shares of £1 each for cash at par. The whole of the issued share capital of Resources, being 566,903 Ordinary Shares of £1 each, is beneficially owned by LSMO.

**(b) SCOT**

SCOT was incorporated in England as a private company on 15th January, 1970 pursuant to the Companies Acts 1948 to 1967. On incorporation, SCOT had an authorised share capital of £5,000 divided into 5,000 shares of £1 each, which was increased on 9th July, 1970 to £600,000 by the creation of further shares of £1 each, and again on 22nd December, 1970 to £1,800,000 by the creation of further shares of £1 each. Prior to 21st November, 1974, the whole of the authorised share capital had been issued and was fully paid.

On 21st November, 1974, the authorised share capital was further increased to £7,500,000 by the creation of further shares of £1 each. In December 1974, a total of 3,600,000 shares of £1 each was issued to existing shareholders for cash at par on which 20p per share was paid on acceptance. These shares are now fully paid. Cazenove & Co. were paid a fee (exclusive of VAT) of ½ per cent. of the nominal amount of such shares in respect of their services in connection with such issue.

On 8th May, 1975, SCOT issued £3,700,000 Floating Rate Unsecured Loan Stock 1975 at par, on which £30 per cent. was paid in cash and which is now fully paid. A fee of £5,000 (exclusive of VAT) was paid to Cazenove & Co. in connection with the placing of this Stock. The final repayment date of this Stock was originally 31st December, 1975 but, by an Extraordinary Resolution of Stockholders passed on 23rd December, 1975, the final repayment date was postponed to 31st March, 1976 and all the Stock was re-denominated Floating Rate Unsecured Loan Stock 1976. Notice has been given to Stockholders that SCOT intends to repay the Floating Rate Unsecured Loan Stock in February 1976.

On 30th January, 1976, SCOT was converted into a public company and adopted new Articles of Association.

SCOT has no subsidiaries.

### 2. Disclosure of Interests

**(a) LSMO**

The following are the interests of the Directors, Alternate Directors and their families in the issued share and loan capital of LSMO:—

| *Name* | *Shares of £1 each* |
|---|---|
| M. J. K. Belmont | 7,350 |
| P. J. Smith | 2,100 |

Mr. M. J. K. Belmont and Mr. P. J. Smith are partners of Cazenove & Co., brokers to LSMO, who have received fees in respect of general financial advice and who are receiving a fee in connection with the present LSMO issues. Other partners of Cazenove & Co. and some partners of R. C. Greig & Co., who are also brokers to LSMO, own shares in LSMO.

Mr. E. Binks and Mr. D. F. G. Stroud are directors and shareholders of Cawoods and NCC respectively.

Cawoods and NCC each own 1,157,670 shares of LSMO each holding representing 15.61 per cent. of LSMO's issued share capital. In addition, Cawoods owns £1,684,100 Floating Rate Unsecured Loan Stock 1976 of LSMO. General Accident Fire and Life Assurance Corporation Limited owns £1,248,906 Floating Rate Unsecured Loan Stock 1976 of LSMO. The Directors are not aware of any other holdings of 10 per cent. or more of LSMO's issued share or loan capital.

Commercial Union Assurance Company Limited owns 272,676 shares of LSMO and £767,000 Floating Rate Unsecured Loan Stock 1976 of LSMO. General Accident Fire and Life Assurance Corporation Limited owns 300,000 shares of LSMO.

Neither DeGolyer and MacNaughton nor Ranger has any interest in the share or loan capital of LSMO.

**(b) SCOT**

The following are the interests of the Directors, Alternate Directors and their families in the issued share and loan capital of SCOT:—

| *Name* | *Shares of £1 each* |
|---|---|
| M. J. K. Belmont | 6,703 |
| P. J. Smith | 1,917 |

Mr. M. J. K. Belmont and Mr. P. J. Smith are partners of Cazenove & Co., brokers to SCOT, who have received fees in respect of general financial advice and who are receiving a fee in connection with the present SCOT issues. Other partners of Cazenove & Co. and some partners of R. C. Greig & Co., who are also brokers to SCOT, own shares in SCOT.

General Accident Fire and Life Assurance Corporation Limited owns £639,300 Floating Rate Unsecured Loan Stock 1976 of SCOT. The Directors are not aware of any holdings of 10 per cent. or more of SCOT's issued share capital or any other holdings of 10 per cent. or more of SCOT's issued loan capital. General Accident Fire and Life Assurance Corporation Limited owns 479,127 shares of SCOT.

Neither DeGolyer and MacNaughton nor Ranger has any interest in the share or loan capital of SCOT.

### 3. Articles of Association

The Articles of Association of LSMO and SCOT contain provisions (*inter alia*) to the following effect:—

(i) The Board of Directors shall restrict the borrowings of the Company and exercise all voting and other rights or powers of control exercisable by the Company in relation to its subsidiaries with a view to securing (but as regards subsidiaries only in so far as by the exercise of such rights or powers of control the Board can secure) that the aggregate amount from time to time outstanding of all borrowings (as such expression is defined for the purpose in the Articles) by the Company and its subsidiaries (exclusive of borrowings owing by the Company to any such subsidiary or by any subsidiary to another such subsidiary or to the Company) shall not at any time without the previous sanction of an ordinary resolution of the Company exceed £150,000,000 in the case of LSMO and £50,000,000 in the case of SCOT.

(ii) Where arrangements are under consideration concerning the appointment (including the arrangement or variation of the terms thereof, or the termination thereof) of two or more Directors to offices or places of profit with the Company or any other company in which the Company is interested, a separate resolution may be put in relation to each Director and in such case each of the Directors concerned shall be entitled to vote (and be counted in the quorum) in respect of each resolution except that concerning his own appointment and except (in the case of an office or place of profit with any such other company as aforesaid) where the other company is a company in which the Director owns 1 per cent. or more (as such expression is defined for the purpose in the Articles).

(iii) Save as otherwise provided in the Articles, a Director shall not vote (nor be counted in the quorum) on any resolution of the Board in respect of any contract or arrangement in which he is to his knowledge materially interested, and if he shall do so his vote shall not be counted, but this prohibition shall not apply to any of the following matters namely:—

(a) any contract or arrangement for giving to such Director any security or indemnity in respect of money lent by him or obligations undertaken by him for the benefit of the Company or any of its subsidiaries;

(b) any contract or arrangement for the giving by the Company of any security to a third party in respect of a debt or obligation of the Company or any of its subsidiaries which the Director has himself guaranteed or secured in whole or in part;

(c) any contract or arrangement by a Director to subscribe for shares, debentures or other securities of the Company issued or to be issued pursuant to any offer or invitation to Members or debenture holders of the Company or any class thereof or to the public or any section thereof, or to underwrite any shares, debentures or other securities of the Company;

(d) any contract or arrangement in which he is interested by virtue of his interest in shares or debentures or other securities of the Company or by reason of any other interest in or through the Company;

(e) any contract or arrangement concerning any other company (not being a company in which the Director owns 1 per cent. or more (as such expression is defined as aforesaid)) in which he is interested directly or indirectly whether as an officer, shareholder, creditor or otherwise howsoever;

(f) any proposal concerning the adoption, modification or operation of a superannuation fund or retirement, death or disability benefits scheme which relates both to Directors and employees and does not accord to any Director as such any privilege or advantage not generally accorded to the employees to which such scheme or fund relates; and

(g) any arrangement for the benefit of employees under which the Director benefits in a similar manner as the employees.

(iv) Where a company in which a Director holds 1 per cent. or more (as such expression is defined as aforesaid) is materially interested in a transaction, then that Director shall also be deemed materially interested in such transaction.

(v) The Company may by ordinary resolution suspend or relax the provisions of paragraphs (ii), (iii) and (iv) above to any extent or ratify any transaction not duly authorised by reason of a contravention of such paragraphs.

The provisions of Section 185 of the Companies Act 1948 apply to the Directors of the Company.

### 4. Premises

LSMO, SCOT and Star Offshore Services Limited, of which Mr. G. W. Searle is the Chairman, jointly occupy office premises at 16 Hanover Square, London W.1. The present annual cost to LSMO and SCOT is £7,000 each. Neither LSMO nor SCOT has a lease.

### 5. Material contracts

The following contracts, which are or may be material, have been entered into by LSMO or SCOT otherwise than in the ordinary course of business within the period of two years immediately preceding the date of this document:—

(1) Agreement dated 15th July, 1975, between Cawoods Holdings Limited and LSMO, relating to the acquisition by LSMO of the whole of the issued share capital of William Reay & Company, Limited.

(2) Agreement dated 15th July, 1975, between National Carbonising Company, Limited and LSMO, relating to the acquisition by LSMO of the whole of the issued share capital of Natural Resources Limited.

(3) Agreement dated 29th January, 1976, between LSMO and Morgan Grenfell & Co. Limited ("Morgan Grenfell"), under which (subject to the OPS and the Loan Stock of LSMO being admitted to the Official List not later than 10th February, 1976) Morgan Grenfell has agreed to underwrite the issue of 5,750,000 Units of 10p each of OPS and the £57,500,000 14 per cent. Unsecured Loan Stock 1981/83 of LSMO, for which purpose it has agreed (i) to procure firm applications from sub-underwriters for 3,830,000 Units of OPS and £38,300,000 Loan Stock and (ii) to apply or procure applications for any amounts of Units of OPS and Loan Stock not otherwise applied for, with power to make or procure applications in excess of such amounts. Morgan Grenfell will receive a commission of 2 per cent. on the total subscription price for the issues and will also receive a fee of £383,000 from LSMO in respect of advice in connection with the issues. Out of such commission and fee, Morgan Grenfell will pay a sub-underwriting commission of 1½ per cent., a fee to Cazenove & Co. and R. C. Greig & Co., the brokers to the issues, and its own legal expenses.

(4) Agreement dated 29th January, 1976, between SCOT and Morgan Grenfell, under which (subject to the OPS and the Loan Stock of SCOT being admitted to the Official List not later than 10th February, 1976) Morgan Grenfell has agreed to underwrite the issue of 1,750,000 Units of 10p each of OPS and the £17,500,000 14 per cent. Unsecured Loan Stock 1981/83 of SCOT, for which purpose it has agreed (i) to procure firm applications from sub-underwriters for 1,160,000 Units of OPS and £11,600,000 Loan Stock and (ii) to apply or procure applications for any amounts of Units of OPS and Loan Stock not otherwise applied for, with power to make or procure applications in excess of such amounts. Morgan Grenfell will receive a commission of 2 per cent. on the total subscription price for the issues and will also receive a fee of £117,000 from SCOT in respect of advice in connection with the issues. Out of such commission and fee, Morgan Grenfell will pay a sub-underwriting commission of 1½ per cent., a fee to Cazenove & Co. and R. C. Greig & Co., the brokers to the issues, and its own legal expenses.

### 6. General

(a) The Directors of LSMO believe that LSMO is not a close company and the Directors of SCOT believe that SCOT is not a close company, as defined in the Income and Corporation Taxes Act 1970 (as amended).

(b) Neither LSMO nor either of its subsidiaries nor SCOT has any unissued share or loan capital under option or agreed conditionally or unconditionally to be put under option.

(c) Save as mentioned herein:—

(i) within the two years before the publication of this document, no share or loan capital either of LSMO or either of its subsidiaries or of SCOT has been issued, either for cash or otherwise;

(ii) during that period, no commissions, discounts, brokerages or other special terms have been granted either by LSMO or either of its subsidiaries or by SCOT in connection with the issue or sale of any part of their respective share or loan capitals; and

(iii) no unissued share or loan capital either of LSMO or either of its subsidiaries or of SCOT has been agreed to be issued or is now proposed to be issued, either for cash or otherwise.

(d) So far as the Directors of LSMO are aware, there is no material litigation nor are there any claims of material importance pending or threatened against LSMO or either of its subsidiaries. So far as the Directors of SCOT are aware, there is no material litigation nor are there any claims of material importance pending or threatened against SCOT.

(e) No Director of LSMO has any service contract with LSMO or any of its subsidiaries, and no Director of SCOT has any service contract with SCOT, which is not terminable by the employer within one year or less without payment of compensation except for statutory compensation.

(f) Save as mentioned herein, no Director of LSMO has any interest, direct or indirect, in any assets which have been within the past two years acquired or disposed of by, or leased to, LSMO or either of its subsidiaries, and no Director of SCOT has any interest, direct or indirect, in any assets which have been within the past two years acquired or disposed of by, or leased to, SCOT.

(g) Save as mentioned herein, no Director of LSMO has any interest, direct or indirect, in any contract or arrangement subsisting at the date of this document which is significant in relation to the businesses of LSMO and its subsidiaries taken as a whole; and no Director of SCOT has any interest, direct or indirect, in any contract or arrangement subsisting at the date of this document which is significant in relation to the business of SCOT.

### 7. Consents and Documents for Inspection

(a) DeGolyer and MacNaughton, Whinney Murray & Co. and Arthur Young McClelland Moores & Co. have given and have not withdrawn their respective written consents to the issue of this document with the inclusion herein of their respective reports and references to them in the form and context in which they are respectively included.

(b) These consents, a statement setting out the adjustments made by Whinney Murray & Co. in arriving at the figures shown in their report and giving the reasons therefor, and copies of the contracts listed in paragraph 5 of this Appendix, were attached to the copies of this document delivered to the Registrar of Companies for registration.

(c) The Department of Energy has given and has not withdrawn its written consent to the issue within this document of its letters in the form and context in which they are included.

(d) Copies of the following documents may be inspected at the offices of Morgan Grenfell & Co. Limited, New Issue Department, 4 Throgmorton Avenue, London EC2P 2NB and of James Finlay & Co. Limited, Hellenic House, 87/97 Bath Street, Glasgow G2 2EZ during usual business hours on any weekday (Saturdays excepted) during the 14 days following the publication of this document:—

(i) the Memoranda and Articles of Association of LSMO and of SCOT;

(ii) the contracts listed in paragraph 5 of this Appendix;

(iii) the audited accounts of LSMO for the years ended 31st December, 1973 and 31st December, 1974 and the interim audited accounts of LSMO and its subsidiaries for the period from 1st January, 1975 to 31st August, 1975;

(iv) the audited accounts of SCOT for the years ended 31st December, 1973 and 31st December, 1974 and the interim audited accounts for the period from 1st January, 1975 to 31st August, 1975;

(v) the reports of DeGolyer and MacNaughton, Whinney Murray & Co. and Arthur Young McClelland Moores & Co., and the statement of adjustments by Whinney Murray & Co., referred to above;

(vi) the consents mentioned in sub-paragraphs (a) and (c) above;

(vii) the Licences referred to above in which LSMO and SCOT are participants;

(viii) the agreements with Ranger referred to in paragraphs 5 and 13 of this document; and

(ix) proofs, subject to modification, of the Trust Deeds constituting the OPS and the Loan Stocks.

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Copies of this document may be obtained from:—

**Morgan Grenfell & Co. Limited,** New Issue Department, 4 Throgmorton Avenue, London EC2P 2NB

**Cazenove & Co.,** 12 Tokenhouse Yard, London EC2R 7AN

**R. C. Greig & Co.,** 139 St. Vincent Street, Glasgow G2 5JP

**James Finlay & Co. Limited,** Hellenic House, 87/97 Bath Street, Glasgow G2 2EZ

**Williams & Glyn's Registrars Limited,** 16 Old Broad Street, London EC2N 1DL

**The Royal Bank of Scotland Limited,** 62 Lombard Street, London EC3P 3DE

**The Royal Bank of Scotland Limited,** Registrar Department, PO Box 27, 31 St. Andrew Square, Edinburgh EH2 2AB

**The Royal Bank of Scotland Limited,** PO Box 90, 150 Union Street, Aberdeen AB9 8DU

*and from the following branches of* **Williams & Glyn's Bank Limited:—**

20 Birchin Lane, London EC3P 3DP

67 Lombard Street, London EC3P 3DL

Kirkland House, Whitehall, London SW1A 2EB

171 Tottenham Court Road, London W1P 0DL

38 Mosley Street, Manchester M60 2BE

Newater House, 9 Newhall Street, Birmingham B3 3PG

106 St. Mary Street, Cardiff CF1 1LR

36/38 Baldwin Street, Bristol BS1 1NR

31 Grey Street, Newcastle-upon-Tyne NE1 6ES

2/8 James Street, Liverpool L2 7PH

30 East Parade, Leeds LS1 5PS

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# London & Scottish Marine Oil Company Limited

## Procedure for Application

Applications for the Loan Stock and OPS of LSMO, which must be made on the Application Forms provided, can be made only on the terms and conditions set out [illegible] must be sent to:—

Williams & Glyn's Bank Limited,
16 Old Broad Street,
London EC2N 1DL

**and should arrive not later than 10 a.m. on 5th February, 1976.** Applicants [illegible] allow two full days for delivery through the post and to use first class mail.

### 1. APPLICATIONS FOR THE LOAN STOCK—Application For

Applications for up to and including £1,000 Loan Stock must be in multiples of [illegible] more than £1,000 Loan Stock up to and including £5,000 Loan Stock must be in [illegible] £500; and for amounts of more than £5,000 Loan Stock must be in multiples of £1,000.

Each application must be accompanied by a **separate remittance** for the [illegible] payable on application, namely £50 per cent. Cheques must be drawn on a bank [illegible] thereof in England, Scotland or Wales and must be payable to "Williams & Glyn's Ba[nk] [illegible] and crossed "Not Negotiable".

Payment of the final instalment of £50 per cent. on the Loan Stock may be made [illegible] before 16th July, 1976, but no discount or interest will be allowed on such prepayment [illegible] pay the final instalment on or before its due date will render the amount paid on [illegible] liable to forfeiture and the allotment liable to cancellation. Interest at the rate of 18 per [illegible] annum may be charged on the final instalment on the Loan Stock if accepted after its [illegible]

Under the underwriting arrangements, certain sub-underwriters between [illegible] undertaken to make firm applications for a total of £38,300,000 Loan Stock.

### 2. APPLICATIONS FOR OPS—Application Form B

Applications can be made for any number of Units of 10p each of OPS.

**The Directors will give preference to successful applicants for Loa[n] [illegible] allotting Units of OPS up to a maximum of 10 Units for every £100 of L[oan] [illegible] allotted. Any allotment of Units above this level will be entirely at the [illegible] discretion.**

Each application must be accompanied by a **separate remittance** for the [illegible] payable on application, namely 10p for each Unit of OPS. Cheques must be drawn [illegible] branch thereof in England, Scotland or Wales and must be payable to "Williams & G[lyn's] [illegible] Limited" and crossed "Not Negotiable".

Under the underwriting arrangements, certain sub-underwriters between them [illegible] taken to make firm applications for a total of 3,830,000 Units of OPS.

### 3. GENERAL TERMS AND CONDITIONS FOR APPLICATIO[NS]

Separate applications must be made for Loan Stock and OPS.

Each application must be accompanied by a **separate remittance** for the am[ount] [illegible] on application and must be on the basis set out above.

**LSMO reserves the right:—**

**(i) to present all cheques for payment and to retain Letters of Allot[ment] [illegible] surplus application moneys pending clearance of applicants' che[ques]** [illegible]

**(ii) to reject any application (and in particular multiple or suspecte[d] [illegible] applications) or to accept any application in part only.**

If any application is not accepted, or if no allotment is made, the amount paid on [illegible] will be returned by cheque sent by post at the risk of the applicant; if any application [illegible] for a lesser amount of Loan Stock or OPS than the amount applied for, the bal[ance] [illegible] amount paid on application will be so returned.

Separate Letters of Allotment in respect of the OPS and in respect of the Loan St[ock] [illegible] posted on 10th February, 1976 and will be renounceable until 30th July, 1976. Af[ter] [illegible] they will not be accepted for registration of renunciation and the Loan Stock and [illegible] registered in the name(s) of the original allottee(s) and thereafter will be transfera[ble] [illegible] transfers subject to stamp duty. Definitive certificates will be despatched on 27th Augu[st] [illegible]

Acceptances of applications (including firm applications) will be conditional [illegible] Council of The Stock Exchange admitting the Loan Stock and OPS of LSMO to the [illegible] on or before 10th February, 1976. Moneys paid in respect of applications will be re[turned] [illegible] listings of the Loan Stock and OPS of LSMO are not granted on or before that date [illegible] meantime, will be retained in separate accounts.

**Brokerage of 25p per £100 nominal of the Loan Stock will be al[lowed] [illegible] recognised bankers and stockbrokers on allotments made in respect of app[lications] [illegible] bearing their stamp and VAT registration number if applicable. This broke[rage] [illegible] not, however, be paid in respect of an application (including a firm app[lication]) [illegible] which arises out of a sub-underwriting commitment or where the banker [illegible] broker would be entitled to receive in brokerage a total of less than £1.**

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# SCOT Scottish Canadian Oil & Transportation Company Lim[ited]

## Procedure for Application

Applications for the Loan Stock and OPS of SCOT, which must be made on the Application Forms provided, can be made only on the terms and conditions set out [illegible] must be sent to:—

Williams & Glyn's Bank Limited,
16 Old Broad Street,
London EC2N 1DL

**and should arrive not later than 10 a.m. on 5th February, 1976.** Applicants are a[dvised to] allow two full days for delivery through the post and to use first class mail.

### 1. APPLICATIONS FOR THE LOAN STOCK—Application Form

Applications for up to and including £1,000 Loan Stock must be in multiples of £[illegible] more than £1,000 Loan Stock up to and including £5,000 Loan Stock must be in mult[iples of] £500; and for amounts of more than £5,000 Loan Stock must be in multiples of £1,000.

Each application must be accompanied by a **separate remittance** for the full [illegible] payable on application, namely £50 per cent. Cheques must be drawn on a bank or [illegible] thereof in England, Scotland or Wales and must be payable to "Williams & Glyn's Bank L[imited]" and crossed "Not Negotiable".

Payment of the final instalment of £50 per cent. on the Loan Stock may be made at a[ny time] before 16th July, 1976, but no discount or interest will be allowed on such prepayment. F[ailure to] pay the final instalment on or before its due date will render the amount paid on appl[ication] liable to forfeiture and the allotment liable to cancellation. Interest at the rate of 18 per c[ent. per] annum may be charged on the final instalment on the Loan Stock if accepted after its due d[ate].

Under the underwriting arrangements, certain sub-underwriters between the[m have] undertaken to make firm applications for a total of £11,600,000 Loan Stock.

### 2. APPLICATIONS FOR OPS—Application Form D

Applications can be made for any number of Units of 10p each of OPS.

**The Directors will give preference to successful applicants for Loan Sto[ck] [illegible] allotting Units of OPS up to a maximum of 10 Units for every £100 of Loan [Stock] allotted. Any allotment of Units above this level will be entirely at the Direc[tors'] discretion.**

Each application must be accompanied by a **separate remittance** for the full a[mount] payable on application, namely 10p for each Unit of OPS. Cheques must be drawn on a b[ank or] branch thereof in England, Scotland or Wales and must be payable to "Williams & Glyn's [Bank] Limited" and crossed "Not Negotiable".

Under the underwriting arrangements, certain sub-underwriters between them have u[nder]taken to make firm applications for a total of 1,160,000 Units of OPS.

### 3. GENERAL TERMS AND CONDITIONS FOR APPLICATIONS

Separate applications must be made for Loan Stock and OPS.

Each application must be accompanied by a **separate remittance** for the amount pa[yable] on application and must be on the basis set out above.

**SCOT reserves the right:—**

**(i) to present all cheques for payment and to retain Letters of Allotment [and] surplus application moneys pending clearance of applicants' cheques;** [illegible]

**(ii) to reject any application (and in particular multiple or suspected mul[tiple] applications) or to accept any application in part only.**

If any application is not accepted, or if no allotment is made, the amount paid on applica[tion] will be returned by cheque sent by post at the risk of the applicant; if any application is accep[ted] for a lesser amount of Loan Stock or OPS than the amount applied for, the balance of [the] amount paid on application will be so returned.

Separate Letters of Allotment in respect of the OPS and in respect of the Loan Stock wi[ll be] posted on 10th February, 1976 and will be renounceable until 30th July, 1976. After that d[ate] they will not be accepted for registration of renunciation and the Loan Stock and OPS wi[ll be] registered in the name(s) of the original allottee(s) and thereafter will be transferable on[ly by] transfers subject to stamp duty. Definitive certificates will be despatched on 27th August, 19[76].

Acceptances of applications (including firm applications) will be conditional upo[n the] Council of The Stock Exchange admitting the Loan Stock and OPS of SCOT to the Officia[l List] on or before 10th February, 1976. Moneys paid in respect of applications will be returned i[f] listings of the Loan Stock and OPS of SCOT are not granted on or before that date and, in [the] meantime, will be retained in separate accounts.

**Brokerage of 25p per £100 nominal of the Loan Stock will be allowed [to] recognised bankers and stockbrokers on allotments made in respect of applica[tions] bearing their stamp and VAT registration number if applicable. This brokerage [will] not, however, be paid in respect of an application (including a firm applica[tion]) which arises out of a sub-underwriting commitment or where the banker or st[ock]broker would be entitled to receive in brokerage a total of less than £1.**

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## APPLICATION FORM—B

**B**
**LSMO OPS**

The application list will open at 10 a.m. on Thursday, 5th February, 1976 and may be closed at any time thereafter. This form should be completed and lodged with Williams & Glyn's Bank Limited, 16 Old Broad Street, London EC2N 1DL, together with a SEPARATE REMITTANCE for the full amount payable on application, namely 10p per Unit.

# London & Scottish Marine Oil Company Limited

*(Incorporated in England under the Companies Acts 1948 to 1967: Registered Number 1008965)*

### ISSUE OF
### 5,750,000 UNITS of 10p each of OIL PRODUCTION STOCK at a price of 10p per UNIT, payable in full on application

*To the Directors of:*
LONDON & SCOTTISH MARINE OIL COMPANY LIMITED ("LSMO").
Gentlemen,

| *Number of Units for which application is made*★ | *Amount of cheque enclosed at 10p per Unit* |
|---|---|
| | £ |

**★Applications may be for any number of Units.**

**The Directors will give preference to successful applicants for Loan Stock in allotting Units of Oil Production Stock ("OPS") of LSMO up to a maximum of 10 Units for every £100 of Loan Stock allotted. Any allotment of Units above this level will be entirely at the Directors' discretion.**

I/We enclose a cheque for the above-mentioned sum being the full amount payable on application for the above-mentioned number of Units of OPS of LSMO, and I/we hereby apply for and request you to allot to me/us that number of the said Units and I/we hereby agree to accept the same or any lesser number of Units that may be allotted to me/us in accordance with the terms of the Prospectus dated 30th January, 1976 and subject to the Trust Deed by which the said Units will be constituted. I/We warrant that the cheque attached hereto will be paid on first presentation.

I/We hereby authorise you to send a fully paid renounceable Letter of Allotment and/or a cheque for any surplus application money to me/us by post at my/our risk to the address given below. I/We hereby authorise and request you to place my/our name(s) on the Register as the holder(s) of the number of Units allotted to me/us, the right to which is not renounced by me/us in accordance with the terms of the Letter of Allotment.

**I/We hereby declare that I am/we are not resident outside the Scheduled Territories* and I am/we are not acquiring the Units of OPS of LSMO as the nominee(s) of any person(s) resident outside those Territories.**

*(If this Declaration cannot be made it must be deleted and the Applicant(s) should consult an Authorised Depositary* or an Approved Agent in the Republic of Ireland* through whom this Application must be lodged.)*

*Dated*________________*1976*

(1) *Signature*____________________

Surname and Designation (Mr., Mrs., Miss or Title)
Forename(s) (in full)
Address (in full)

(In the case of joint applications further applicants must sign below)

(2) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

(3) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

(4) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

**APPLICANTS ARE ADVISED TO ALLOW TWO FULL DAYS FOR DELIVERY THROUGH THE POST AND TO USE FIRST CLASS MAIL. LSMO RESERVES THE RIGHT TO PRESENT ALL CHEQUES FOR PAYMENT AND TO RETAIN LETTERS OF ALLOTMENT AND SURPLUS APPLICATION MONEYS PENDING CLEARANCE OF APPLICANTS' CHEQUES, AND TO REJECT ANY APPLICATION (AND IN PARTICULAR MULTIPLE OR SUSPECTED MULTIPLE APPLICATIONS) OR TO ACCEPT ANY APPLICATION IN PART ONLY.**

**INSTRUCTIONS**
1. A separate cheque, which must be drawn on a bank or branch thereof in England, Scotland or Wales, must accompany each application.
2. The cheque should be made payable to "Williams & Glyn's Bank Limited" and crossed "Not Negotiable".
3. Please pin the cheque to this form. Staples should not be used.
4. In the case of joint applicants all must sign and in the case of a corporation this form must be completed under hand by an authorised official whose designation must be stated.
5. *No receipt will be issued for the amount paid on application but an acknowledgement will be forwarded through the post at the risk of the applicant(s)* either by a fully paid renounceable Letter of Allotment (together with, if applicable, a cheque for any amount overpaid) or by return of the application money.

***DEFINITIONS**
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An Approved Agent in the Republic of Ireland is defined in the Bank of England's Notice EC 10.

## APPLICATION FORM—A

**A**
**LSMO LOAN STOCK**

The application list will open at 10 a.m. on Thursday, 5th February, 1976 and may be closed at any time thereafter. This form should be completed and lodged with Williams & Glyn's Bank Limited, 16 Old Broad Street, London EC2N 1DL, together with a SEPARATE REMITTANCE for the full amount payable on application, namely £50 per cent.

# London & Scottish Marine Oil Company Limited

*(Incorporated in England under the Companies Acts 1948 to 1967; Registered Number 1008965)*

### ISSUE OF
### £57,500,000 14 per cent. Unsecured Loan Stock 1981/83 at par payable as follows:—

**On application .................................. £50 per cent.**
**On or before 16th July, 1976............ £50 per cent.**
**£100 per cent.**

| For Banker or Stockbroker claiming brokerage |
|---|
| Stamp |
| VAT Reg. No. *(If not registered put "None")* |

*To the Directors of:*
LONDON & SCOTTISH MARINE OIL COMPANY LIMITED ("LSMO").
Gentlemen,

| *Amount of Loan Stock for which application is made*★ | *Amount of cheque enclosed at £50 per cent.* |
|---|---|
| £ | £ |

**★Applications must be made for a minimum amount of £100 Loan Stock or for multiples thereof up to £1,000 Loan Stock applied for. Applications for more than £1,000 Loan Stock up to £5,000 Loan Stock must be in multiples of £500, and for amounts of more than £5,000 Loan Stock must be in multiples of £1,000.**

I/We enclose a cheque for the above-mentioned sum being the amount payable on application for the above-mentioned nominal amount of the 14 per cent. Unsecured Loan Stock 1981/83 ("the Loan Stock") of LSMO, and I/we hereby apply for and request you to allot to me/us that amount of the said Loan Stock and I/we hereby agree to accept the same or any lesser amount that may be allotted to me/us and to pay the balance due thereon in accordance with the terms of the Prospectus dated 30th January, 1976 and subject to the Trust Deed by which the said Loan Stock will be constituted. I/We warrant that the cheque attached hereto will be paid on first presentation.

I/We hereby authorise you to send a partly paid renounceable Letter of Allotment and/or a cheque for any surplus application money to me/us by post at my/our risk to the address given below. I/We hereby authorise and request you to place my/our name(s) on the Register as the holder(s) of the nominal amount of the Loan Stock allotted to me/us, the right to which is not renounced by me/us in accordance with the terms of the Letter of Allotment.

**I/We hereby declare that I am/we are not resident outside the Scheduled Territories* and I am/we are not acquiring the Loan Stock as the nominee(s) of any person(s) resident outside those Territories.**

*(If this Declaration cannot be made it must be deleted and the Applicant(s) should consult an Authorised Depositary* or an Approved Agent in the Republic of Ireland* through whom this Application must be lodged.)*

*Dated*________________*1976*

(1) *Signature*____________________

Please use Block Letters

Surname and Designation (Mr., Mrs., Miss or Title)
Forename(s) (in full)
Address (in full)

(In the case of joint applications further applicants must sign below)

Please pin cheque here.

(2) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

(3) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

(4) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

**APPLICANTS ARE ADVISED TO ALLOW TWO FULL DAYS FOR DELIVERY THROUGH THE POST AND TO USE FIRST CLASS MAIL. LSMO RESERVES THE RIGHT TO PRESENT ALL CHEQUES FOR PAYMENT AND TO RETAIN LETTERS OF ALLOTMENT AND SURPLUS APPLICATION MONEYS PENDING CLEARANCE OF APPLICANTS' CHEQUES, AND TO REJECT ANY APPLICATION (AND IN PARTICULAR MULTIPLE OR SUSPECTED MULTIPLE APPLICATIONS) OR TO ACCEPT ANY APPLICATION IN PART ONLY.**

**INSTRUCTIONS**
1. A separate cheque, which must be drawn on a bank or branch thereof in England, Scotland or Wales, must accompany each application.
2. The cheque should be made payable to "Williams & Glyn's Bank Limited" and crossed "Not Negotiable".
3. Please pin the cheque to this form. Staples should not be used.
4. In the case of joint applicants all must sign and in the case of a corporation this form must be completed under hand by an authorised official whose designation must be stated.
5. *No receipt will be issued for the amount paid on application but an acknowledgement will be forwarded through the post at the risk of the applicant(s)* either by a partly paid renounceable Letter of Allotment (together with, if applicable, a cheque for any amount overpaid) or by return of the application money.

***DEFINITIONS**
The Scheduled Territories at present comprise the United Kingdom, the Channel Islands, the Isle of Man, the Republic of Ireland and Gibraltar.
Authorised Depositaries are listed in the Bank of England's Notice EC 1 and include Banks and Stockbrokers in, and Solicitors practising in, the United Kingdom, the Channel Islands or the Isle of Man.
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## APPLICATION FORM—D

**D**
**SCOT OPS**

The application list will open at 10 a.m. on Thursday, 5th February, 1976 and may be closed at any time thereafter. This form should be completed and lodged with Williams & Glyn's Bank Limited, 16 Old Broad Street, London EC2N 1DL, together with a SEPARATE REMITTANCE for the full amount payable on application, namely 10p per Unit.

# SCOT Scottish Canadian Oil & Transportation Company Limited

*(Incorporated in England under the Companies Acts 1948 to 1967; Registered Number 970280)*

### ISSUE OF
### 1,750,000 UNITS of 10p each of OIL PRODUCTION STOCK at a price of 10p per UNIT, payable in full on application

*To the Directors of:*
SCOTTISH CANADIAN OIL & TRANSPORTATION COMPANY LIMITED ("SCOT").
Gentlemen,

| *Number of Units for which application is made*★ | *Amount of cheque enclosed at 10p per Unit* |
|---|---|
| | £ |

**★Applications may be for any number of Units.**

**The Directors will give preference to successful applicants for Loan Stock in allotting Units of Oil Production Stock ("OPS") of SCOT up to a maximum of 10 Units for every £100 of Loan Stock allotted. Any allotment of Units above this level will be entirely at the Directors' discretion.**

I/We enclose a cheque for the above-mentioned sum being the full amount payable on application for the above-mentioned number of Units of OPS of SCOT, and I/we hereby apply for and request you to allot to me/us that number of the said Units and I/we hereby agree to accept the same or any lesser number of Units that may be allotted to me/us in accordance with the terms of the Prospectus dated 30th January, 1976 and subject to the Trust Deed by which the said Units will be constituted. I/We warrant that the cheque attached hereto will be paid on first presentation.

I/We hereby authorise you to send a fully paid renounceable Letter of Allotment and/or a cheque for any surplus application money to me/us by post at my/our risk to the address given below. I/We hereby authorise and request you to place my/our name(s) on the Register as the holder(s) of the number of Units allotted to me/us, the right to which is not renounced by me/us in accordance with the terms of the Letter of Allotment.

**I/We hereby declare that I am/we are not resident outside the Scheduled Territories* and I am/we are not acquiring the Units of OPS of SCOT as the nominee(s) of any person(s) resident outside those Territories.**

*(If this Declaration cannot be made it must be deleted and the Applicant(s) should consult an Authorised Depositary* or an Approved Agent in the Republic of Ireland* through whom this Application must be lodged.)*

*Dated*________________*1976*

(1) *Signature*____________________

Surname and Designation (Mr., Mrs., Miss or Title)
Forename(s) (in full)
Address (in full)

(In the case of joint applications further applicants must sign below)

(2) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

(3) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

(4) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

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**INSTRUCTIONS**
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4. In the case of joint applicants all must sign and in the case of a corporation this form must be completed under hand by an authorised official whose designation must be stated.
5. *No receipt will be issued for the amount paid on application but an acknowledgement will be forwarded through the post at the risk of the applicant(s)* either by a fully paid renounceable Letter of Allotment (together with, if applicable, a cheque for any amount overpaid) or by return of the application money.

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## APPLICATION FORM—C

**C**
**SCOT LOAN STOCK**

The application list will open at 10 a.m. on Thursday, 5th February, 1976 and may be closed at any time thereafter. This form should be completed and lodged with Williams & Glyn's Bank Limited, 16 Old Broad Street, London EC2N 1DL, together with a SEPARATE REMITTANCE for the full amount payable on application, namely £50 per cent.

# SCOT Scottish Canadian Oil & Transportation Company Limited

*(Incorporated in England under the Companies Acts 1948 to 1967; Registered Number 970280)*

### ISSUE OF
### £17,500,000 14 per cent. Unsecured Loan Stock 1981/83 at par payable as follows:—

**On application.................................. £50 per cent.**
**On or before 16th July, 1976............ £50 per cent.**
**£100 per cent.**

| For Banker or Stockbroker claiming brokerage |
|---|
| Stamp |
| VAT Reg. No. *(If not registered put "None")* |

*To the Directors of:*
SCOTTISH CANADIAN OIL & TRANSPORTATION COMPANY LIMITED ("SCOT").
Gentlemen,

| *Amount of Loan Stock for which application is made*★ | *Amount of cheque enclosed at £50 per cent.* |
|---|---|
| £ | £ |

**★Applications must be made for a minimum amount of £100 Loan Stock or for multiples thereof up to £1,000 Loan Stock applied for. Applications for more than £1,000 Loan Stock up to £5,000 Loan Stock must be in multiples of £500, and for amounts of more than £5,000 Loan Stock must be in multiples of £1,000.**

I/We enclose a cheque for the above-mentioned sum being the amount payable on application for the above-mentioned nominal amount of the 14 per cent. Unsecured Loan Stock 1981/83 ("the Loan Stock") of SCOT, and I/we hereby apply for and request you to allot to me/us that amount of the said Loan Stock and I/we hereby agree to accept the same or any lesser amount that may be allotted to me/us and to pay the balance due thereon in accordance with the terms of the Prospectus dated 30th January, 1976 and subject to the Trust Deed by which the said Loan Stock will be constituted. I/We warrant that the cheque attached hereto will be paid on first presentation.

I/We hereby authorise you to send a partly paid renounceable Letter of Allotment and/or a cheque for any surplus application money to me/us by post at my/our risk to the address given below. I/We hereby authorise and request you to place my/our name(s) on the Register as the holder(s) of the nominal amount of the Loan Stock allotted to me/us, the right to which is not renounced by me/us in accordance with the terms of the Letter of Allotment.

**I/We hereby declare that I am/we are not resident outside the Scheduled Territories* and I am/we are not acquiring the Loan Stock as the nominee(s) of any person(s) resident outside those Territories.**

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*Dated*________________*1976*

(1) *Signature*____________________

Please use Block Letters

Surname and Designation (Mr., Mrs., Miss or Title)
Forename(s) (in full)
Address (in full)

(In the case of joint applications further applicants must sign below)

Please pin cheque here.

(2) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

(3) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

(4) *Signature*____________________
*Surname and Designation*__________ (Mr., Mrs., Miss or Title) (BLOCK LETTERS) *Forename(s) (in full)*__________

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# FT SHARE INFORMATION SERVICE

## **BRITISH FUNDS

| Interest Due | | Stock | Price £ | Last xd | Yield Int. | Yield Red. |
|---|---|---|---|---|---|---|
| | | "Shorts" (Lives up to Five Years) | | | | |
| 1M | 1S | Exch.6½pc 1976‡‡ | 99¹³⁄₃₂xd | 26.1 | — | 8.97 |
| 15F | 15A | Treasury 6½pc 1976‡‡ | 98⅝ | 9.1 | 6.59 | 9.36 |
| 1M | 1S | Victory 4pc 1976‡‡ | 98⅝ | 26.1 | 4.04 | — |
| 14J | 14D | Treasury 10½pc 1976‡‡ | 100⅛ | 7.12 | 10.43 | 9.60 |
| 10M | 10S | Treasury 6¼pc 1977‡‡ | 97¼ | 4.8 | 6.43 | 8.90 |
| 15M | 15S | Electric 3pc 74-77 | 96 | 11.8 | 3.12 | 6.78 |
| 26M | 26S | Treasury 11½pc '77‡‡ | 102⅛ | 20.8 | 11.26 | 10.01 |
| 15M | 15N | Treasury 3pc '77‡‡ | 94 | 9.10 | 3.19 | 6.60 |
| 20J | 20D | Transport 4pc 72-77 | 93¾ | 15.11 | 4.27 | 7.61 |
| 15M | 15S | Treasury 9pc 1978‡‡ | 97⅜ | 11.8 | 9.25 | 10.44 |
| 14J | 14J | Treasury 10½pc '78‡‡ | 100¼ | 8.12 | 10.47 | 10.37 |
| 26M | 26S | Exchequer 5pc '76-78‡‡ | 92½ | 20.8 | 5.40 | 8.19 |
| 9M | 9S | Treasury 11½pc '79‡‡ | 102⅛ | 4.3 | 11.23 | 10.57 |
| 17M | 17S | Treasury 3pc '79‡‡ | 86⅞ | 11.8 | 3.45 | 7.17 |
| 26M | 26S | Electric 4¼pc 74-79 | 87⅞ | 20.8 | 4.84 | 8.15 |
| 1M | 1N | Treasury 10½pc '79‡‡ | 98⅞ | 25.9 | 10.62 | 10.85 |
| 1M | 1N | Do. 10½ 1979 'A' | 98⅞ | — | 10.62 | 10.86 |
| 15M | 15N | Electric 3½pc 76-79 | 86⅝ | 9.10 | 4.04 | 7.62 |
| 3M | 3S | Treasury 9pc 1980‡‡ | 94¹⁵⁄₁₆xd | 25.1 | 9.48 | 10.57 |
| 14M | 14N | Treasury 9½pc '80‡‡ | 94¹⁵⁄₁₆ | 8.10 | 10.01 | 10.99 |
| 14M | 14N | Treas. 9½ 1980 | 94¹⁵⁄₁₆ | 8.10 | 10.01 | 11.00 |
| 15J | 15D | Treasury 3½pc '77-80 | 86 | 10.11 | 4.07 | 7.28 |
| 15J | 15D | Funding 5¼pc '78-80‡‡ | 87½ | 10.11 | 6.00 | 8.74 |
| 15J | 15J | Treasury 11¼pc 1981 | 102⁵⁄₁₆ | 9.12 | 11.24 | 10.88 |
| | | Five to Fifteen Years | | | | |
| 15F | 15A | Treasury 3½pc '79-81 | 85⅞xd | 9.1 | 4.08 | 6.83 |
| 15J | 15J | Do 8½pc '80-82‡‡ | 91 | 9.12 | 9.38 | 10.92 |
| 17M | 17S | Treasury 12pc 1983‡‡ | 107⅛ | 11.8 | 11.70 | 11.45 |
| 15J | 15J | Funding 5½pc '82-84‡‡ | 79¾ | 9.12 | 6.92 | 9.19 |
| 10J | 10J | Treasury 8¼pc '84-86‡‡ | 86 | 4.12 | 9.95 | 10.86 |
| 1M | 1N | Funding 6½pc '85-87‡‡ | 74¾ | 25.9 | 8.89 | 10.65 |
| 26J | 26J | Treasury 7¾pc '85-88‡‡ | 77 | 22.12 | 10.06 | 11.32 |
| 1J | 1J | Transport 3pc '78-88 | 51¼ | 25.11 | 5.88 | 9.96 |

## Undated

## **INTERNATIONAL BANK

## **CORPORATION LOANS

## COMMONWEALTH & AFRICAN LOANS

## LOANS (Miscel.)

## FOREIGN BONDS & RAILS

U.S. $ DM Prices exclude inv. $ premium

## AMERICANS

S.E. List Premium 67⅝% (based on $2.0296 per £)

## CANADIANS

S.E. List Premium 67⅝% (based on $2.0297 per £)

Conversion factor 0.5972 (0.6000)

## ††BANKS AND HIRE PURCHASE

## Hire Purchase, etc.

## BEERS, WINES AND SPIRITS

## BUILDING INDUSTRY, TIMBER & ROADS

## BUILDING INDUSTRY—Continued

## CHEMICALS, PLASTICS

## CINEMAS, THEATRES AND TV

## DRAPERY AND STORES

## DRAPERY AND STORES—Continued

## ELECTRICAL AND RADIO

## ENGINEERING, MACHINE TOOLS

## ENGINEERING—Cont.

## FOOD, GROCERIES, ETC.

## HOTELS & CATERERS

## HOTELS—Cont.

## INDUSTRIALS

# MINES

## CENTRAL RAND

| Dividends Paid | Stock | Price | Last xd | Div Net | Cvr | Y'ld Gr's |
|---|---|---|---|---|---|---|
| Aug. Feb. | Durban Deep R1 | 330 | 30.6 | Q20c | ϕ | 3.4 |
| Aug. Feb. | E. Rand Prp. R1 | 450 | 12.12 | Q35c | ϕ | 4.3 |
| — | Rand Leases 25c | 16 | 6'58 | — | — | — |
| — — | Randf'tn Est. R2 | £14⅞ | 1270 | — | — | — |
| Aug. Feb. | West Rand R1 | 135 | 12.12 | Q10c | ϕ | 4.1 |

## EASTERN RAND

| Dividends Paid | Stock | Price | Last xd | Div Net | Cvr | Y'ld Gr's |
|---|---|---|---|---|---|---|
| May Nov. | Bracken R1 | 178 | 22.9 | Q52c | 1.0 | 16.2 |
| February | Duggafontein 50c | 7 | 178 | — | — | — |
| Aug. Feb. | East Dag R1 | 25 | 1274 | — | — | — |
| Aug. Feb. | Grvt. Areas 5c | 140# | 6.10 | — | — | — |
| Aug. Feb. | Grootvlei 30c | 100 | 29.12 | Q20c | ϕ | 11.1 |
| May Nov. | Kinross R1 | 420 | 22.9 | Q54c | 1.4 | 7.1 |
| May Nov. | Leslie 70c | 58 | 7.4 | Q18c | 1.4 | 17.2 |
| Aug. Feb. | Marievale 70c | 155 | 29.12 | Q42c | ϕ | 15.0 |
| Aug. Feb. | S. African Ld. 35c | 175 | 29.12 | Q30c | ϕ | 9.5 |
| Aug. Feb. | Vlakfontein R1 | 83 | 29.12 | Q20c | ϕ | 13.3 |
| May Nov. | Winkelhaak R0 | 730 | 22.9 | Q108 | 1.1 | 8.2 |
| Sept. | Wit. Nigel 25c | 32 | 874 | — | — | 1.4 |

## FAR WEST RAND

| Dividends Paid | Stock | Price | Last xd | Div Net | Cvr | Y'ld Gr's |
|---|---|---|---|---|---|---|
| Feb. Aug. | Blyvoor 25 | 590 | 12.12 | ‡Q100c | 1.3 | ‡ |
| Feb. Aug. | Buffels R1 | £12½ | 12.12 | Q180c | 1.4 | 7.9 |
| — | Deelkraal R0.20 | 170 | — | — | — | — |
| Feb. Aug. | Doornfontein R1 | 620 | 29.12 | ‡Q110c | 1.4 | ‡ |
| Aug. Feb. | East Drie R1 | 840 | 29.12 | Q75c | ϕ | 4.9 |
| — | Elandsr'd Gld Mng 20c | 245 | — | — | — | |
| Feb. Aug. | Elsburg R1 | 170 | 12.12 | Q33.8c | ϕ | 11.0 |
| Feb. Aug. | Hartebeest R1 | £14½ | 12.12 | Q215c | 1.4 | 8.2 |
| Feb. Aug. | Kloof Gold R1 | 610 | 29.12 | Q55c | 1.4 | 5.0 |
| Feb. Aug. | Libanon R1 | 560 | 29.12 | ‡Q110c | 1.9 | ‡ |
| — — | Southvaal 50c | 570 | 29.12 | Q8c | ϕ | 0.8 |
| Aug. Feb. | Stilfontein 50c | 225 | 12.12 | Q36c | ϕ | 8.8 |
| Aug. Feb. | Vaal Reefs 50c | £18½ | 29.12 | Q175c | ϕ | 5.2 |
| Feb. Aug. | Venterspost R1 | 330 | 29.12 | ‡Q70c | 1.9 | ‡ |
| Feb. Aug. | W. Drie R1 | £28½ | 29.12 | ‡Q485c | 1.2 | † |
| Dec. Aug. | W'st'rn Areas R1 | 255 | 12.12 | Q52c | ϕ | 11.3 |

## O.F.S.

## FINANCE

## DIAMOND AND PLATINUM

## CENTRAL AFRICAN

## AUSTRALIAN

## TINS

| Dividends Paid | Stock | Price | Last xd | Div Net | Cvr | Y'ld Gr's |
|---|---|---|---|---|---|---|
| Jan. July | Saint Piran | 20 | 11.8 | — | — | — |
| Apr. Nov. | South Kinta ($10p) | 82xd | 26.1 | ‡9.5 | 1.5 | ‡ |
| June Dec. | Sthn. Malayan | 116 | 1.12 | 10.7 | 0.9 | 14.2 |
| July Dec. | Sungei Besi 20p | 31 | 2.6 | ‡6.0 | 3.0 | ‡ |
| Mar. Oct. | Supreme Way $M1 | 29 | 974 | ZQ10 | — | 6.0 |
| Sept. July | Tanjong 15p | 42xd | 26.1 | 4.0 | ϕ | 14.6 |
| Jy Mar Sep | Tongkah Hb $M1 | 50 | 31.1 | Q23% | 0.6 | 8.7 |
| Apr. Oct. | Tronoh | 65 | 8.9 | ‡4.02 | 3.5 | 9.5 |

## COPPER

| Dividends Paid | Stock | Price | Last xd | Div Net | Cvr | Y'ld Gr's |
|---|---|---|---|---|---|---|
| — | Botswana RST R2 | 56 | — | — | — | — |
| June Dec. | Messina R0.50 | 315 | 1.12 | Q35c | 1.9 | 6.1 |

## MISCELLANEOUS

| Dividends Paid | Stock | Price | Last xd | Div Net | Cvr | Y'ld Gr's |
|---|---|---|---|---|---|---|
| — | Burma Mine 17½p | 8 | 19.5 | m0.5 | — | 1.7 |
| — | Charterhall 5p | 38 | 3'67 | — | — | — |
| Aug. Feb. | Cons. Murch. 10c | 850 | 12.12 | Q60c | ϕ | 5.2 |
| — — | Laurasia | 35 | — | — | — | — |
| July | Northgate C$1 | 360 | 27.3 | tQ25c | 1.8 | 3.8 |
| Jan. June | R.T.Z. | 201 | 17.11 | g5.51 | 4.4 | 4.2 |
| — | Sabina Inds. C$1 | 103 | — | — | — | — |
| — | Stanford Mines£1 | 45 | — | — | — | — |
| — | Tara Exptn. $1 | £10⅝ | — | — | — | — |
| — — | Yukon Cons. C$1 | 98 | 1165 | — | — | — |

## NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures; they are adjusted to ACT of 35 per cent. P/Es are calculated on the basis of net distribution; bracketed figures indicate 10 per cent. or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution. Yields, assuming maintenance of net dividends on current rate of ACT, are based on middle prices, are gross and allow for value of declared distributions and rights. Securities with denominations other than sterling are quoted inclusive of the investment dollar premium.

- ▲ Sterling denominated securities which include investment dollar premium.
- ● "Tap" Stock.
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents.
- ϕ Figures or report awaited.
- †† Banks and Insurance: reserve allocations may preclude calculation of dividend cover.
- # Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividend or forecast.
- ** Free of Stamp Duty.
- ♦ Merger bid or reorganisation in progress.
- ✝ Not comparable.
- ♠ Same interim: reduced final and/or reduced earnings indicated.
- § Based on 1973 profits.
- ? Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ☧ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ♥ Excluding a final dividend declaration.
- ✚ Regional price.
- ǁ No par value.

a Tax free. b Figures based on prospectus or other official estimate. c Cents. d Dividend rate paid or payable on part of capital; cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. q Earnings based on preliminary figures. r Australian currency. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast dividend: cover based on previous year's earnings. v Tax free up to 30p in the £. w Yield allows for currency clause. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Issue price. G Assumed dividend and yield after pending scrip and/or rights issue. M Figures based on prospectus or other official estimates for 1976. N Dividend and yield based on prospectus or other official estimates for 1976. Q Gross. T Figures assumed. U No significant Corporation Tax payable. Z Dividend total to date.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

"Recent Issues" and "Rights" Page 23

FINANCIAL TIMES
Monday February 2 1976



# More than £100m. cuts sought in Civil Service

BY LORELIES OLSLAGER, LABOUR STAFF

THE GOVERNMENT has instructed all its Departments to seek cuts in civil service spending that would amount to a saving of more than £100m. at present prices by the fiscal year 1978-79.

No conclusions have been reached yet on what this would mean in manpower terms. But it is believed that the number of civil servants will have to be cut by more than 20,000.

Departments have been asked to examine various levels for staff reductions, ranging from 5 to 15 per cent. in order to meet the cash savings targets, said to be between £100m. and £150m.

According to some officials, the target will mean that the number of civil servants outside the Defence Ministry will have to be reduced by about 6,000 and that no new recruitment must take place over the coming two years.

## Secret

As recruitment is still going on, the number of people to be cut later will inevitably increase.

The Government employs 750,000 civil servants, including 180,000 in the Ministry of Defence.

Planned manpower cuts within the Defence Ministry remain a closely guarded secret.

One of the Civil Service unions most threatened by the cuts says that it will fight hard to avoid compulsory redundancies, but indicated its readiness to discuss other steps to achieve necessary reductions.

Mr. William McCall general secretary of the 100,000-strong Institution of Professional Civil Servants—writing in his union's journal—said that it was clear that there would be "substantial" cuts in the civil service and associated employment.

It is estimated that from last September to next April the Civil Service will have grown by 20,000—the same number as total growth projected for the next two years before the public expenditure review was undertaken.

Growth is fastest in the Department of Health and Social Security, the Inland Revenue and Customs and Excise—the departments which may have to bear the brunt of the cuts because they employ the largest numbers.

The present growth illustrates the difficulties which the Government will face in trying to make cuts.

The Department of Health and Social Security, for example, continues to expand because during high unemployment its services are most in demand. Civil servants in the Insolvency Service are said to be rushed off their feet.

The Government hopes to achieve the required reductions by voluntary redundancies and natural wastage as far as possible.

Normally, the turnover in the civil service is estimated at about 40,000 a year. But the number of people leaving has dropped recently because of the bad employment situation.

Some compulsory redundancies may therefore be necessary, particularly in areas such as research and development which tend to employ professional civil servants, the people represented by Mr. McCall's union.

He said in his article: "We will undoubtedly have a hard fight to avoid redundancies. This must be our first objective."

But the Government was entitled to seek co-operation in ensuring the most efficient conduct of public business, he said.

"This will include readiness to stop recruitment, to seek volunteers for premature retirement and arrangements to deploy staff from areas where there is a surplus to other areas which are under-manned."

## Dangerous

Objection to public spending cuts at a time of high unemployment was entirely understandable, but if progress were to be made in solving the economic crisis, nothing should be done to damage efforts to obtain higher investment and exports.

It would be dangerous for Civil Service unions to oppose a continued incomes policy if public spending were to be cut. "One of the best ways to minimise the cuts is to do all we can to ensure that incomes policy continues to operate effectively."

His union was advocating that the next stage of the policy should involve a lump sum plus percentage increases. There should be provision for both a minimum and maximum pay rise.

# 'Commission' theory in case of 119 stolen Picassos

BY RUPERT CORNWELL PARIS, Feb. 1.

FRENCH POLICE have started what promises to be a difficult search for the 119 paintings by the late Pablo Picasso, stolen this week-end from the Palais des Papes at Avignon, where they had been on exhibition since 1973.

Three armed thieves hid themselves in the 14th-century palace when it closed to visitors late on Saturday afternoon. They cut the telephone wires before taking down the paintings.

Two nightwatchmen caught them, but were beaten up. One was severely injured.

The thieves, one of whom spoke with a Spanish accent, left in a small van.

The 82 pictures remaining on the walls of the museum were apparently either out of reach or too big to move easily.

## Value in doubt

In quantity the theft is one of the largest of art treasures in recent years, but its value is less certain. The paintings were done at Mougins, in the South of France, in the last years before Picasso died in 1973. Shortly afterwards they went on permanent exhibition at Avignon.

Critics have praised their highly personal quality, but it is felt unlikely that any masterpieces are among the missing works. Experts to-day were guessing at an overall value of Frs.20m. (£2m.) to Frs.30m. (£3m.), and it is believed that they were insured for far less than that.

Then sentimental blow, however, is considerable. Picasso had always wanted to have his works on show in the Palais des Papes, and the Mayor of Avignon, M. Henri Duffaut, called the theft "a real catastrophe for Avignon."

Police had few clues and could only guess at the motive behind the crime. One theory, based on the professionalism of the thieves, is that the robbery was commissioned for a specific purpose.

A puzzling element is the lack of choice shown by the thieves. The paintings, it is understood were unsigned, which might make disposal harder. Picasso made a point of not signing works he had not sold.

Art thefts were not limited to Avignon this week-end. To-day a man entered the Louvre Museum in Paris, walked up to a small Italian work by a follower of the 14th-century master Giotto, snatched it and ran. He had not been found late to-night.

● Our Art Correspondent writes: Sir Roland Penrose, the expert on Picasso's life and work, and a close personal friend of the artist, said yesterday: "The pictures in the Palais des Papes were a very remarkable set. There would be no great masterpiece among them. They were from his last years, and they formed a kind of personal diary of his thoughts day by day.

"The stolen pictures would be very hard to sell. They would all have been very carefully recorded either in colour or in black and white. I believe the collection was to be a present to the City of Avignon."

Continued from Page 1

# Barcelona riot

desire to introduce some form of democracy in Spain.

A political commentator writing for the Catholic daily paper, Ya, asked to-day: "Can the reader imagine what will be forthcoming from this Commission comprised of people with not just anti-democratic but also anti-liberal sentiments?"

The chances of the Commission reaching agreement without major rows seem remote as, ranged against such professed liberals as Sr. Fraga Iribarne, Interior Minister, are people like Sr. Jose Antonio Giron, a hard-liner and for 16 years a Franco Minister and leader of the very Right-wing Ex-Soldiers' Association.

Sources close to the Government add that the National Movement is intended to form the backbone of the Upper Chamber in the new bicameral system forecast by Sr. Arias. As the Premier has already said that both Houses would have equal powers this would indicate a solid blocking mechanism even if elections were held for the Lower Chamber, as promised by Sr. Fraga.

Against this background, Christian Democrats from different factions concluded a three-day Congress in Madrid with a call for a political amnesty and the introduction of full political liberties.

## FT Monthly Survey of Business Opinion

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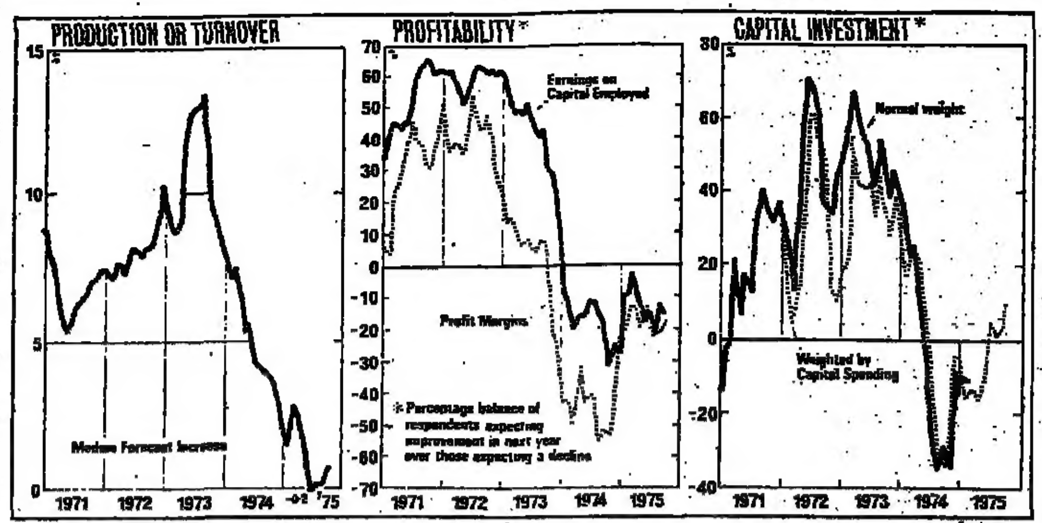



# Industry sees inflation settling at 15 per cent

INDICATIONS that inflation is coming more under control has boosted industry's confidence but the rate of price increases is not generally expected to fall below the 15 per cent. mark during the year ahead.

For unit wage costs, the median forecast increase is now in the 13-14 per cent. a year range as against a peak of well over 20 per cent. before the £6 a week ceiling was brought in last summer.

This emerges from the latest Financial Times monthly business opinion survey which last month covered companies in electrical engineering, cars and consumer durables, and stores and consumer services.

Apart from the lower rate of inflation, the factors that have led to the revival in optimism are a feeling that the recession may at last be bottoming out, the greater stability in the sterling exchange rate, the unions' response to the economic situation and the improved strike record, and the signs of slow recovery in certain world markets.

Most companies say that new orders and deliveries are still declining. But there are now clear signs of the de-stocking cycle coming to an end. On balance, industry sees an increase in the volume of its purchases of outside supplies later on this year and some modest re-building of stock levels.

The general impression however is of recovery slowly getting under way next year rather than this. Unemployment is expected to go on rising, albeit possibly at a slower rate.

A higher level of capital spending is forecast this year but the increase will reflect inflation rather than an improvement in the volume of industrial investment.

The outlook for corporate profitability is less depressing than a year ago but more companies still expect a downward trend than an improvement in profit levels. The main factor is competitive pressure rather than price controls.

**EARNINGS ON CAPITAL** 4 monthly moving total January 1976

| Those expecting earnings during current year to: | Oct.-Jan. % | Sept.-Dec. % | Aug.-Nov. % | July-Oct. % | Elect. Eng'g. % | Consumer Durables % | Stores % |
|---|---|---|---|---|---|---|---|
| Improve | 25 | 27 | 25 | 30 | 9 | 56 | 38 |
| Remain the same | 19 | 24 | 19 | 19 | 14 | 35 | 16 |
| Contract | 40 | 39 | 47 | 45 | 9 | 9 | 38 |
| No comment | 16 | 10 | 9 | 6 | 68 | — | 8 |

# Elections may decide Thorpe's future

By Philip Rawstorne

MR. JEREMY THORPE'S future as Liberal leader may now depend critically on the success of the party's challenge in next month's by-elections in Carshalton and the Wirral.

Liberals continued at the week-end to rally behind their beleaguered leader but there were signs that the support could be rapidly eroded if the party failed to make an impact in the Conservative-held sats.

Mr. Thorpe said at a meeting of the Young Liberal Council in London on Saturday that he had every intention, as long as his colleagues agreed, of continuing as leader for "many years to come."

He was warmly received. But though the Young Liberal Council gave him its full support against the "slurs and innuendos" directed at him, they decided yesterday that they were "disturbed at Mr. Thorpe's lack of judgment" in the London County affair and instructed their officers to arise the question immediately with the party leadership.

## Real fight

Mr. Trevor Jones, former party president and an influential spokesman for the party's rank and file, also gave his support to Mr. Thorpe yesterday, but he added that the party was concerned about its lack of impact since the by-elections in 1973.

The Carshalton by-election, in particular, now offered it an opportunity to "get back on top."

If it succeeded, Mr. Thorpe could lead a real fight for political power. If it failed, many Liberals might feel he should step down.

After ten years it might be the right time to hand over to "a younger successor who could bring fresh drive, fresh enthusiasm to the job."

Mr. Jo Grimond, former Liberal leader also said yesterday that though it would be "disastrous" if Mr. Thorpe resigned the leadership now, it would be unwise for him to remain indefinitely in the post if the party did not succeed "in seizing the opportunity which I think now lies before it."

Criticism was bound to follow any by-election failure, "and then the leader, whether innocent or guilty will have to take the blame."

Most Liberals insist that little, if any, political damage has been caused to the party by recent events, but many believe that Mr. Thorpe might regard failure in the by-elections as evidence to the contrary.

# World-Wide hires two top oil industry executives

BY JOHN WYLES, SHIPPING CORRESPONDENT

MR. Y. K. PAO's World-Wide Shipping Group has secured the services of two of the world oil industry's leading figures.

Sir Eric Drake, recently retired BP chairman, is to become a director of one of the group's major subsidiaries and Mr. John K. Jamieson, former chairman and chief executive of Exxon, is to be a consultant.

The appointments are likely to be seen as an important strengthening of the group's overall management at a time of great crisis in the oil tanker industry.

World-Wide, one of the major independent oil tanker operators, has not been able to escape from the effects of a chronic oil tanker surplus, although medium and long-term charters have provided employment for most of its 12.5m. deadweight ton fleet of tankers, combined bulk carriers and gas carriers.

Sir Eric Drake, aged 65, has joined the group's Eastern Asia Navigation Company as a director, from yesterday. His other directorships include Toronto Dominion Bank, BP Canada, Kleinwort Benson, the Hudson Bay Company in Canada, and P &O.

Mr. Jamieson, also 65, is still a director of Exxon Corporation, and also of the Chase Manhattan Corporation, the Chase Manhattan Bank NA and of the Equitable Life Insurance Society of the U.S.

World-Wide is due to add another 5.5m. d.w.t. to its fleet by 1978, although the figure may be reduced down by cancellations prompted by the tanker surplus.

According to information published by London shipbrokers, E. A. Gibson, Y. K. Pao recently cancelled a 272,000 d.w.t. Very Large Crude Carrier, due for delivery from Japan in June.

Gibson's figures show that while the number of tankers lying idle dropped last month, from 491 to 483, the total tonnage increased from 45.9m. d.w.t. to 48.1m. d.w.t.

# New sales campaign planned by Leyland

BY OUR INDUSTRIAL STAFF

LEYLAND CARS is to launch another heavy advertising and promotional campaign as a follow-up to last autumn's "Superdeal" scheme. The company hopes this time to avoid some of the problems which the previous campaign encountered.

The "Superdeal" scheme proved something of a double-edged weapon for Leyland. The company's sales target was exceeded by 10,000 vehicles. This cleared the showrooms of stocks immediately before the launch of updated models, but left dealers severely short of cars in the last quarter.

Leyland, after gaining a 39 per cent. share of new car sales in September, saw its market share slip back to 22.6 per cent. in October. The company recovered to take 24 per cent. in November and 26.9 per cent. in December.

Under the new deal, Leyland will be concentrating on models where a reasonable supply of vehicles is available—including in particular Minis, Marinas, Maxis, Mini and Marina-based vans and pick-ups, and Sherpa commercials.

# Jobs Act will start inter-union disputes

BY JOHN ELLIOTT, LABOUR EDITOR

KEY PROVISIONS of the Employment Protection Act covering the statutory certification of trade unions plus procedures for unions to take recognition claims through the Advisory, Conciliation and Arbitration Service, come into force to-day.

They spell the start of a major campaign by trade unions to expand their recognition arrangements and will also lead to numerous inter-union disputes as TUC and other unions vie for recognition, especially in white-collar and managerial areas.

Also starting work to-day is a new Central Arbitration Committee, which will deal with various statutory and other arbitration matters. It is headed by a part-time chairman, Professor John Wood, of Sheffield University. As a result of this appointment, Professor Wood is expected shortly to resign from his part-time seat on the governing council of the ACAS.

Union bid for managers Page 21

## THE LEX COLUMN

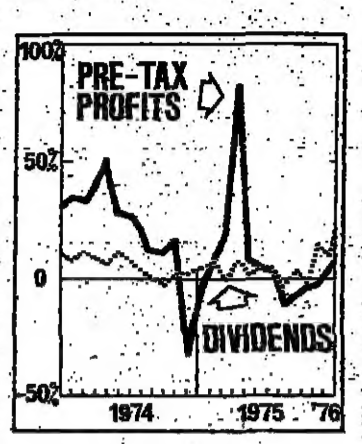
# Flawed upturn for housebuilders

The upsurge in building society lending over the past 12 months—a two-thirds rise in advances to £4.96bn. with new mortgages of 651,000 just 30,000 short of the 1972 total—is only now beginning to be reflected in developers' profits. Indeed for the last reported period (generally not later than September) most housebuilders were announcing a further fall in profits. This is partly because the pick-up in activity has come first in the second-hand market: the proportion of lending on new houses was only 18 per cent. in 1975 compared with a more "normal" figure of 25 per cent. Some of the initial demand has also gone into reducing the stock of completed but unsold houses, which fell by half to 28,000 in the year to last October, while there are inevitably lags before the 40 per cent. rise in private starts in 1975 works through—and completions were only 8 per cent. higher.

But equally important has been the problem of margins and even those companies which have sold more units have also reported lower profits. Moreover, Barratt Developments — one of the rare exceptions — only managed an increase of a tenth pre-tax in its last reported half-year despite an increase in unit sales of just under a half. The squeeze on margins since the end of the last boom is shown in the accompanying graph while during the last 12 months there has been a rise of 13 per cent. in new house prices and 21 per cent. in building costs.

The reduction in margins has obvious implications for the value of land stocks even where previous provisions have been made. Land prices seem to have stabilised over the last six months in a thin market and the medium-term availability is becoming politically uncertain. But a number of companies may have to make further write-offs in their 1975 accounts, if only to cover interest costs on carrying land.

But margins appear to have held—and slightly improved in some cases—over the last three or four months. Although the rate of growth of prices remained pretty steady at about 1 per cent. a month throughout 1975 — somewhat higher at the cheaper end of the market—the main help has come from a deceleration in the rate of increase of costs. The Nationwide building costs index rose by less than 1 per cent. between the third and fourth quarters of 1975 compared with increases of 7½ and 10 per cent. in the first two quarters.




Brick and cement prices are likely to rise again in the spring but the rate of overall cost increase is expected to be lower than in 1974-75. There is only limited evidence yet of an increase in activity of acceleration in prices in more expensive houses. But such a movement and a general acceleration in prices tend to occur in the second year of the cycle.

The Government is clearly anxious to avoid any repetition of the price explosion of the early 1970s and reports on its recent discussions with the building societies indicate a budgeted increase in overall lending this year of about a fifth. Advances should certainly continue at a high level in view of the current liquidity of nearly 21 per cent., compared with a peak of 18½ per cent. in the last cycle.

The Little Neddy expects private starts to be maintained this year at about 150,000 though its original forecasts for 1975 were too low and some City estimates are for a rise this year to 170,000 of 180,000 compared with 227,000 in 1972. Fairview Estates, which sells mainly in the £9,000 to £11,000 range in the south-east, plans an increase from 1,600 to 1,800/2,000 with a higher proportion going to the private sector, though public sector output generally is expected to remain stable in 1976.

On the demand side, some developers report a degree of caution because of the squeeze on real incomes, though the ratio of earnings to house prices has narrowed significantly since 1972 (if not yet to the levels of 1970). And a further stimulus could come from a cut in the mortgage rate. Overall, while margins and total profits should be improving during 1976 the increase is likely to be more limited than in 1972-73 and many comp[anies'] main preoccupation is trimming of their land and continuing high ge[aring].

## Lasmo Scot

It has been a notable ac[hieve]ment; the institutions chipped in with a pro[...] £50m. minimum, Whiteha[ll has] been co-operative all dow[n the] line, and the Stock Exc[hange] has granted quotations t[o] securities of companies [...] might appear to the [...] observer to be somewhat [...] geared. Thus Lasmo and [...] have secured £76m. (less [...] costs) of underwritten [...] market financing for their [...] of the development costs [...] Ninian field. And market [...] tions could scarcely become more favourable [with] the Bank of England actin[g] last week almost as the i[...] fairy godmother.

Why Lasmo and Scot [have] taken this course rather [...] a bank-financed route [...] matter for debate amon[g] specialists. The deal inv[...] a "royalty" of 8.75 per [...] against 3 per cent. secur[...] Thomson for the Piper [...] which may provide the c[...] analogy. Yet expressed [...] overriding royalty the L[...] Scot Oil Production Stock [...] ments may only be equiv[...] to 7½ per cent., and taking [...] account other technical f[...] such as Piper's quicker pa[...] Morgan Grenfell claims the [...] royalty difference is only [...] cent. In any case, Lasmo [...] Scot are dominated by i[...] ment institutions (incl[...] Cazenove) so the stock m[...] bias is natural enough.

The weak part of the [...] age is the 14 per cent. secured Loan Stock 19[...] which could not be giv[en a] competitive coupon be[...] that would have u[...] squeezed cash flow befo[re] revenues begin in earne[st] 1979. So the Loan sto[ck is] likely to go to a discou[nt] around £15. On the OPS [...] are differing opinions. [...] point to the example [...] Deminex, which has b[...] into the Thistle field at a [...] 50 per cent. discount [...] estimated present value. [...] it can be aruged that OPS [...] not carry the potential o[...] tions of equity investment [...] is much more marketabl[e] the discount may only h[...] per cent., equivalent to an [...] price of about 170p. In [...] case subscribers to the pac[...] on Thursday could just a[...] show an immediate ov[...] profit.

## Weather

U.K. TO-DAY

COLD. Light snow in Cent. and E. England.

London, E., Cent. S., E. and Cent. N. England, E. Anglia, Midlands

Cloudy, occasional light snow. Winds E., moderate or fresh. Max. 0C (32F).

Channel Is., S.W. and N.W. England, Wales, Lakes, I. of Man, S.W. and N.W. Scotland, Glasgow, Argyll, N. Ireland

Cloudy, some sunny intervals. Winds S.E., light or moderate. Max. 2C (36F).

N.E. England, Borders, Edinburgh, Dundee, Aberdeen, Highlands, Moray Firth N.E. Scotland, Orkney, Shetland

Cloudy, mainly dry. Winds S.E., light or moderate. Max. 4C (39F).

Outlook: Continuing cold with widespread night frosts. Some snow—perhaps rain or sleet in N. Scotland.

Lighting-up: London 17.20, Manchester 17.22, Glasgow 17.21, Belfast 17.33.

BUSINESS CENTRES

| | | Y'day mid-day °C | °F | | | Y'day mid-day °C | °F |
|---|---|---|---|---|---|---|---|
| Alexandria. | C | 17 | 63 | Luxembg. | C | −2 | 28 |
| Amsterdm. | S | −7 | 19 | Madrid | S | 8 | 46 |
| Athens | S | 17 | 63 | Manchstr. | F | 1 | 34 |
| Bahrain | S | 20 | 68 | Melbourne | R | 19 | 66 |
| Barcelona | S | 9 | 48 | Milan | Fg | 2 | 36 |
| Beirut | F | 16 | 61 | Montreal | C | −1 | 30 |
| Belfast | C | 2 | 36 | Moscow | Sn | −11 | 12 |
| Belgrade | S | −3 | 25 | Munich | Fg | −7 | 19 |
| Berlin | S | −7 | 19 | Newcastle | F | 3 | 37 |
| Birmnghm. | C | 0 | 32 | New York | R | 0 | 32 |
| Bristol | Sn | −1 | 30 | Oslo | C | −6 | 21 |
| Brussels | S | −4 | 25 | Paris | Sn | −4 | 25 |
| Budapest | C | −5 | 23 | Perth | S | 32 | 90 |
| B. Aires | S | 30 | 86 | Prague | Sn | [illegible] | [illegible] |
| Cairo | [illegible] | [illegible] | [illegible] | Reykjavik | [illegible] | [illegible] | [illegible] |
| Cardiff | [illegible] | [illegible] | [illegible] | Rio de Jo | [illegible] | [illegible] | [illegible] |
| Cologne | [illegible] | [illegible] | [illegible] | Rome | [illegible] | [illegible] | [illegible] |
| Copnhagn. | [illegible] | [illegible] | [illegible] | Singapore | [illegible] | [illegible] | [illegible] |
| Dublin | [illegible] | [illegible] | [illegible] | Stockholm | [illegible] | [illegible] | [illegible] |
| Edinb'gh | [illegible] | [illegible] | [illegible] | Strasb'rg | [illegible] | [illegible] | [illegible] |
| Frankfurt | [illegible] | [illegible] | [illegible] | Sydney | [illegible] | [illegible] | [illegible] |
| Geneva | [illegible] | [illegible] | [illegible] | Tehran | [illegible] | [illegible] | [illegible] |
| Glasgow | [illegible] | [illegible] | [illegible] | Tel Aviv | [illegible] | [illegible] | [illegible] |
| Helsinki | [illegible] | [illegible] | [illegible] | Tokyo | [illegible] | [illegible] | [illegible] |
| H. Kong | [illegible] | [illegible] | [illegible] | Toronto | [illegible] | [illegible] | [illegible] |
| Jo'burg | [illegible] | [illegible] | [illegible] | Vienna | [illegible] | [illegible] | [illegible] |
| Lisbon | [illegible] | [illegible] | [illegible] | Warsaw | [illegible] | [illegible] | [illegible] |
| London | [illegible] | [illegible] | [illegible] | Zurich | [illegible] | [illegible] | [illegible] |

HOLIDAY RESORTS

| | | Y'day mid-day °C | °F | | | Y'day mid-day °C | °F |
|---|---|---|---|---|---|---|---|
| Ajaccio | [illegible] | [illegible] | [illegible] | Jersey | [illegible] | [illegible] | [illegible] |
| Algiers | [illegible] | [illegible] | [illegible] | Las Plms. | [illegible] | [illegible] | [illegible] |
| Biarritz | [illegible] | [illegible] | [illegible] | Locarno | [illegible] | [illegible] | [illegible] |
| Blackpool | [illegible] | [illegible] | [illegible] | Majorca | [illegible] | [illegible] | [illegible] |
| Bordeaux | [illegible] | [illegible] | [illegible] | Malaga | [illegible] | [illegible] | [illegible] |
| Boulogne | [illegible] | [illegible] | [illegible] | Malta | [illegible] | [illegible] | [illegible] |
| Casablnca | [illegible] | [illegible] | [illegible] | Nairobi | [illegible] | [illegible] | [illegible] |
| Cape Town | [illegible] | [illegible] | [illegible] | Naples | [illegible] | [illegible] | [illegible] |
| Corfu | [illegible] | [illegible] | [illegible] | Nice | [illegible] | [illegible] | [illegible] |
| Dubrovnik | [illegible] | [illegible] | [illegible] | Oporto | [illegible] | [illegible] | [illegible] |
| Faro | [illegible] | [illegible] | [illegible] | Rhodes | [illegible] | [illegible] | [illegible] |
| Funchal | [illegible] | [illegible] | [illegible] | Salzburg | [illegible] | [illegible] | [illegible] |
| Gibraltar | [illegible] | [illegible] | [illegible] | Tangier | [illegible] | [illegible] | [illegible] |
| Guernsey | [illegible] | [illegible] | [illegible] | Tenerife | [illegible] | [illegible] | [illegible] |
| Innsbruck | [illegible] | [illegible] | [illegible] | Tunis | [illegible] | [illegible] | [illegible] |
| Inverness | [illegible] | [illegible] | [illegible] | Valencia | [illegible] | [illegible] | [illegible] |
| I. of Man | [illegible] | [illegible] | [illegible] | Venice | [illegible] | [illegible] | [illegible] |
| Istanbul | [illegible] | [illegible] | [illegible] | | | | |

S—Sunny. C—Cloudy. R—Rain. T—Thunderstorm.